CHANGE SERVICE REQUESTED

July 7, 2006 Volume 28 Number 27 www.processor.com



Charity Begins At The Office

Equipment Donation Puts Hardware In The Hands Of Those Who Need It Most

by Elizabeth Millard

As TECHNOLOGY ADVANCES and upgrade cycles get shorter at many companies, the issue of what to do with older equipment is likely to become even more prominent.

In the past, some businesses held on to servers, desktops, and other hardware until they sputtered and nearly died. But with the importance of having up-to-date technology, companies can no longer afford the support headaches involved with decade-old equipment. Magnifying the disposal problem is much-needed legislation designed to keep electronic waste out of landfills.

One answer to the conundrum is equipment donation, a strategy that not only keeps a company in line with disposal laws but also helps local and international organizations. And let's face it: When was the last time a tech decision made you feel all squishy inside from being a good person?

Donation Station

Donating equipment to charities, schools, and nonprofits is increasingly popular, says

Barry Cranmer, founder of Share the Technology, an organization that pairs donors with schools, groups, and individuals with disabilities.

"Considering how many people and organizations need technology, it just doesn't make sense to throw away working equipment," he says. "It benefits everyone to see good, usable equipment kept out of the waste stream."

To make sure an organization is legitimate and won't just turn around and dump the equipment in the nearest landfill, an SME should ask for its tax ID information. A nonprofit or school that's credible will have this number handy. If there's still hesitation, ask for references from other companies that have donated or from asset disposal firms.

Asset refurbishment or disposal firms can also recommend organizations, and many would be willing to share the information even with those who aren't their clients, Cranmer says. "There's a drive to bridge the digital divide through donated technology, and asset disposal companies are a big part of

that effort," he notes. "Even if they're not the ones facilitating the donation, they'll usually help. It's in everybody's best interest."

Think Locally

While donating to a large, international organization has its benefits—there's a certain charm to imagining the company's *Go to Page 10*

Match Data Value To Storage Costs

Maximize Your Enterprise Dollars

by Will Kelly

It's time that your small to midsized enterprise ties economic and strategic value to corporate data across your enterprise to shore up your enterprise storage spending. As data ages, its value to an organization often decreases, so why place old archival data in top-of-the-line storage mediums when it may rarely (if ever) be accessed?

Instead, you could match your data value to your storage costs.

The Matching Game

At a recent customer conference, IBM's Steven Rael advised attendees to "match the value of your data to the cost of your storage." Rael is a storage

consultant with the IBM Executive Briefing Center in Research Triangle Park, N.C.

Rael drives home the value of data. "Most data has [a] shelf life. Its value changes over time, usually decreasing. The question for a customer becomes why continue to store inactive, infre-

Why place old archival data in top-of-the-line storage mediums when it may rarely be accessed?

quently used, or obsolete data on the most expensive storage, such as high-end Fibre Channel or SCSI disk? As the value of data decreases or otherwise changes over time, it may be better to migrate it to a more appropriate container, such as less expensive SATA disk or tape. In this way the value of data as it changes over time can be matched to the cost of storage."

Tiered Storage

Your data value should directly correlate with your Go to Page 10

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COVER FOCUS

What To Do With Your Old Equipment

We take a look at the age-old question of what to do with your old equipment, with tips for assigning value to used equipment, advice and avenues for donations, and a look at equipment disposal services.

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■ Avocent's SwitchView SC4 UAD is the first secure KVM switch with USB support. ■ Fluke

Networks introduced the IntelliTone Pro Toner
and Probe. ■ Fortinet claims its new FortiClient

Mobile is the first unified, multilayer security utility
for Windows Mobile 5 or Symbian 7-9 phones and

PDAs. ■ NeoScale's CryptoStor Tape software
suite offers compression and encryption without
sacrificing performance. ■ The new StoreVault

S500 from Network Appliance is a NAS system
that targets small and medium-sized businesses.

■ Staco Energy Products introduced the FirstLine
three-phase UPS for 10, 15, and 20 kVA applications. ■ Supermicro unveiled more than 30 X7

■ Staco Energy Products introduced the FirstLine three-phase UPS for 10, 15, and 20 kVA applications. ■ Supermicro unveiled more than 30 X7 server platforms based on Intel's dual-core Xeon 5100 series processors. ■ WatchGuard's new Firebox X Edge security appliances offer protection for remote and branch networks.

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Upcoming IT Events

- JULY -

Search Engine Strategies 2006 July 10-11 Miami, Fla. www.jupiterevents.com ITS Gov July 26 Washington, D.C. www.itsgov.com

- AUGUST -

National Institute of Governmental Purchasing August 5-9 Tampa, Fla. www.nigp.org/Events/Forum.htm

Search Engine Strategies 2006 August 7-10 San Jose, Calif.

> www.jupiterevents.com SHARE August 13-18

Baltimore, Md. www.share.org

Business Intelligence & Data Warehousing Conference

August 15-17 San Francisco, Calif. www.sharedinsights.com

TDWI World Conference-Summer 2006 August 20-25 San Diego, Calif. www.tdwi.org

Business & Technology Solutions Show August 22-23

Rosemont, III. www.btshow.org

- SEPTEMBER -

HP Technology Forum 2006 September 17-21 Houston, Texas www.hptechnologyforum.com

. COMMON Fall 2006 Conference

September 17-21 Miami Beach, Fla. www.common.org/conferences /2006/fall/index.html

> Interop

September 18-22 New York, N.Y. www.interop.com/newyork Visit Processor at Booth 568

. IT Service Management Forum Conference & Expo

September 18-22 Salt Lake City, Utah www.jupiterevents.com/itsmf/fall06

Business Rules Symposium Series September 19-20 Washington, D.C. www.brainstorm-group.com

. **Enterprise Architecture** Conference Series September 19-20 Washington, D.C.

www.brainstorm-group.com Government Technology Conference East 2006

September 25-28 Albany, N.Y. www.govtech.net/gtc/index.php /GTCEast2006

> Intel Developer Forum September 26-28 San Francisco, Calif. www.intel.com/idf

- OCTOBER -

IT Expo October 3-4 Anchorage, Alaska www.sourdough.net

Gartner Symposium/ITxpo

October 8-13 Orlando, Fla. www.gartner.com

. Data Center World Expo October 10-11

Chicago, III. www.datacenterworld.com Visit Processor at Booth 512

MarketPlace NEWS





EMC WILL PAY nearly \$2.1 billion to acquire digital security company RSA Security. EMC will pay \$28 per share of RSA and the assumption of outstanding options. The acquisition is scheduled to be complete later this year, at which time RSA, located in Bedford, Mass., will operate as the Information

Notebooks More Prone To Failure

Security Division of EMC.

GARTNER RELEASED A STUDY showing laptops break more often than desktop computers. For computers bought between 2005 and 2006, 5% of the desktops will break within a year, while 15% of the notebooks will fail. Similarly, 12% of the desktops are expected to fail in the next four years, while the prediction hits 22% for notebooks. In the past, laptops most often saw failure in the form of broken screens, but now that new technology has improved the screen structure, motherboard or hard drive failure has become the most common laptop problem.

■ Microsoft Delays Office 2007

MICROSOFT PLANS TO FINISH the code for Office 2007 by the end of this year, with general product availability scheduled for early 2007. That's later than the October completion date Microsoft set in March. It's unknown whether the Office delay will also delay the release of Vista. "We are assessing the impact this timing change will have to our specific launch plans," says a Microsoft spokesperson.

Symantec Cuts Some Appliances, Owes IRS

SYMANTEC WILL CUT its investment in network and security appliances, no longer making hardware for its Symantec Gateway Security, Network Security 7100, and Gateway Security Advanced Manager 3.0 appliances. The company plans to search for a partner to build the hardware and will continue to develop the software for the appliances. The cuts will result in about 80 layoffs and will not impact the Symantec Mail Security, Network Access Control Enforcer, or Security Information Manager products. In other news, the IRS says Symantec owes \$757 million in back taxes and \$303 million in penalties related to Veritas pricing issues.

Nortel Plans To Cut Jobs

To CUT DOWN ON EXPENSES and increase competitiveness, Nortel announced it will be revamping its pension plan in North America and restructuring its worldwide operations organization, resulting in the elimination of about 1,900 jobs. The cuts will come primarily from consolidations as Nortel combines existing sites into fewer operations centers; it will also cut jobs in middle management and other areas. However, in the next two years, the company plans to add 800 new positions as it will be opening new Operations Centers of Excellence in Turkey and Mexico.

■ Microsoft Announces Latest Reorgs

MICROSOFT IS REALIGNING its sales force and also making changes to its applications business

organization. More than 200 people will lose their jobs as part of the sales reorganization, but the company is creating 66 new sales jobs that will focus on customer interaction. On the applications business side, Orlando Ayala, COO of Microsoft Business Solutions and senior vice president of Small and Midmarket Solutions & Partners, will become senior vice president of a new Emerging Segments Market Development group, focused on developing Microsoft's presence in emerging markets.

Intel Plans Sale Of Handheld Chip Division

AFTER EXPERIENCING a 38% drop in Q1 profits, Intel, the largest semiconductor maker in the world, has decided to sell its division that manufactures processors for handheld devices. As Marvell Technology Group purchases the division for \$600 million in cash, Intel will shift its focus solely to producing chips for PCs and servers. In addition, Intel CEO Paul S. Otellini plans to reduce Intel's costs per year by \$1 billion, saying that "no stone will remain unturned or unlooked at."

New Computer Chip Speed Record

RESEARCHERS AT GEORGIA TECH and IBM report that a super-cooled silicon-based computer chip has broken previous speed records by operating at frequencies above 500GHz, or 500 billion cycles per second. Researchers cooled the chip to -451 degrees Fahrenheit, only eight degrees from absolute zero, by using liquid helium. The researchers say the new record suggests the silicon-germanium technology, which was used with this chip, could pave the way for even faster operational frequencies, and new developments may make those high speeds possible at room temperature.

U.S. To Develop PFLOPS Computers

THE UNITED STATES government plans to spend hundreds of millions of dollars to develop next-generation supercomputers with capabilities that will challenge scientists to find new ways to solve complex problems. The systems will be petaflop-capable, or able to perform quadrillions of calculations per second. The first such system is being built for the Department of Energy's Oak Ridge National Laboratory. The National Science Foundation and Defense Advanced Research Projects Agency are also looking to build the new supercomputers. The Senate has introduced legislation to fund supercomputing centers designed to help businesses develop products or solve related problems.

Blow To 'Net Neutrality

A 'NET NEUTRALITY AMENDMENT failed to receive approval by the Senate Commerce Committee, with an 11-11 tie vote. A majority was needed for it to pass. The amendment, which was Democrat-backed, would have required all Internet traffic to be treated the same, regardless of the traffic's "source" or "destination." Republican members of the committee voiced concern that the amendment was premature, as it is not yet clear if such an amendment is necessary.

Yahoo! Click Fraud Settlement OK'd

A JUDGE HAS GIVEN preliminary approval to a settlement in the click fraud claim against Yahoo!. As a result of the settlement, Yahoo! will be required to pay \$5 million in legal fees, as well as agree to extend its time frame for reviewing click fraud complaints to include those received since January 2004. Click fraud is the practice of clicking an ad repeatedly in order to drive up an advertiser's costs. Companies often pay a per-click fee for advertisements displayed through Yahoo! and similar sites.

U.S. Government Ups Security Standards

As a result of a string of recent security breaches involving the loss of government notebooks containing sensitive information, the Office of Management and Budget has issued a "Memorandum for the Heads of Departments and Agencies" regarding new security standards. The U.S. government has 45 days to upgrade its security standards, including encrypting all data on notebooks and mobile devices. Data would not have to be encrypted, however, if an appropriate official classified it was "nonsensitive" in writing. "Time-outs" will also be employed by government employees, requiring them to reauthenticate every 30 minutes. Encryption and timeouts are among several other measures included in the memorandum.

This information provides a quick glimpse of current and historical stock prices and trends for 16 major companies in the technology market.

Company	Symbol	Year Ago	June 26 \$	June 30 \$	% change from previous week
Avaya	AV	\$8.35	\$11.58	\$11.42	▼ 1.38%
BEA Systems	BEAS	\$8.97	\$13.06	\$13.09	▲ 0.23%
Computer Associates	CA	\$27.91	\$21	\$20.55	▼ 2.14%
Cisco Systems	CSCO	\$19.16	\$19.60	\$19.53	▼ 0.36%
Dell	DELL	\$39.57	\$23.84	\$24.46	2.6%
Electronic Data Systems	EDS	\$19.27	\$24.23	\$24.06	▼ 0.7%
Google	GOOG	\$302	\$404.22	\$419.33	▲ 3.74%
HP	HPQ	\$23.66	\$32.49	\$31.68	▼ 2.49%
IBM	IBM	\$75.30	\$77.15	\$76.82	▼ 0.43%
Intel	INTC	\$26.33	\$18.28	\$19	▲ 3.94%
McAfee	MFE	\$26.81	\$23.86	\$24.27	▲ 1.72%
Microsoft	MSFT	\$25.07	\$22.82	\$23.30	▲ 2.1%
Oracle	ORCL	\$12.83	\$14.67	\$14.49	▼ 1.23%
Red Hat Software	RHAT	\$12.81	\$26.18	\$23.40	▼ 10.62%
Sun Microsystems	SUNW	\$3.74	\$4.09	\$4.15	▲ 1.47%
Symantec	SYMC	N/A	\$15.71	\$15.54	▼ 1.08%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions.

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BUYERS' GUIDE MARKET WATCH

What's On Your Network?

A Look At Network Monitoring Solutions

by Sandra Kay Miller

NOT ONLY has there been a proliferation of IP-addressable devices on the network but also exponentially growing traffic thanks to Web-based applications. How many times has the enterprise network slowed to a crawl only to have IT discover that users have installed the trendiest bandwidth hog, such as streaming media and peer-to-peer networks trading music and movies? Or worse yet, thanks to vulnerabilities and bugs in popular communication apps such as AIM and Skype, many corporate networks are left open to attack. And if traffic on the wire weren't enough, add in wireless IP traffic.

Principal analyst of Infonetics Research, Jeff Wilson, has found that network outages cost an average 3.6% of annual revenue. For SMEs, as well as large organizations, that number can represent a significant loss. Network monitoring tools are the first step in spotting trouble that can lead to network downtime.

In order to get a grip on network traffic, administrators have long turned to network monitoring tools. The first tools appeared on the

Buying Tips

Kirk Thomas, founder and president of Northwest Performance Software, suggests that administrators take into account the following criteria when purchasing a network monitoring solution.

Easy to use. Installation, configuration, and management should all be simple and intuitive.

Reliable. A good network monitoring product should return minimal false positives.

Accurate. Does the method of monitoring return results to the best of the technology's ability? For example, products that utilize ping tests should send more than one packet.

Configurable. Does the product offer multiple methods of monitoring? For example, routers don't typically respond to ping tests; however, they can be monitored using telnet connections.

Platform/hardware/vendorindependent. The product should be able to work with anything that

supports an IP address.

Detailed logs. Does the product return the required information such as date, time, target IP, type of test, failure details, etc.?

market around 1996 but really began to take off in 1999 and 2000 with two freely available open-source programs still routinely utilized by today's network administrators—Nmap (www.insecure.org) and Ethereal (www.ethereal.com).

As networks have evolved and matured, so have monitoring tools. Recognizing this trend, enterpriseclass vendors have integrated monitoring tools into their product suites, such as HP's OpenView (www.hp.com) and IBM Tivoli (www.ibm.com). Programs designed to watch network traffic for intruders and irregularities morphed into IDS (intrusion detection system) and IPS (intrusion prevention system) products.

But small to medium-sized enterprises still needed a solution that effectively allows them to keep tabs on their heterogeneous networks while offering additional features such as discovery and mapping, alerting, change tracking, patch status, application management, trending, and detailed analysis.

Let's take a look at some of the network monitoring tools available today.

GFI

Highly regarded for its optimized Web-view for mobile phones and other handhelds, GFI Network Server Monitor gives administrators instant access to the health of their network regardless of their location. When irregularities or failures occur on Windows and Linux servers, workstations, or devices, GFI automatically sends out an alert via email, pager, or SMS. Remedial actions, such as restarting a service, running a script, or rebooting a machine can be automatically launched.

In addition to watching over TCP, UDP, ICMP/Ping, and SMTP traffic on the network, GFI also monitors Microsoft Exchange Server 2000/2003, MS SQL, Oracle and ODBC databases, CPU usage, FTP and HTTP servers, group membership, Active Directory and NTDS, disk drive health, disk space, event logs, file existence, mail servers,

SNAPSHOT

GFI Network Server Monitor 7

Starts at \$395 for up to five servers

Enables administrators to be automatically alerted to failures and anomalies on Windows and Linux servers, workstations, and network hardware such as routers and access points

www.Processor.com/GFI7

printers, processes, Unix shell scripts, SNMP (simple network management protocol), and terminal servers. Custom monitoring functions can be written in VBScript. When services are tested, GFI actually logs on to the service and then logs off instead of just gathering information about service status from event logs—a less-reliable method often used by other monitoring tools.

Visual Networks

Recently acquired by network-monitoring giant Fluke, Visual Networks' UpTime Select 10/100/1000 Ethernet ASE is a scalable hardware-based monitoring product that delivers up to 500Mbps of real-time and historical graphical analysis of network traffic while maintaining wire speed.

Through a well-designed graphical dashboard, administrators can see exactly what is happening within their infrastructure; auto-discover servers and applications, including VoIP and Citrix; troubleshoot faltering performance on Layers 1 through 7; certify SLAs and CoS (Class of Service); and monitor individual VoIP sessions. Existing management systems, such as HP OpenView, IBM Tivoli, and BMC Patrol (www.bmc.com), can easily be integrated with UpTime Select.

With such a comprehensive view, administrators can quickly

SNAPSHOT

Fluke Visual Networks UpTime Select

Starts at \$795

A flexible hardware-based infrastructure and application performance management system for Ethernet networks offering up to 500Mbps of traffic management; eight different software modules let users tailor the box to their specific needs

www.Processor.com/Fluke6

spot anomalies and security events, including rogue applications such as P2P networks, IM, and streaming media, on their LAN and WAN.

There are eight different software modules for UpTime Select: AppFlows, AppSummary, Backin-Time, Class-of-Service, LAN Visibility, Network Trouble-shooting, Traffic Capture, and VoIP. Users can customize their UpTime installation to meet their needs and easily add new features through software keys instead of swapping out hardware.

nLayers

Understanding how technology ties into business is critical in today's real-time- and compliance-driven enterprise. InSight 4.5 from nLayers (recently acquired by EMC) helps organizations plot business processes and applications

to the network infrastructure through discovery, awareness, mapping, and reporting.

InSight employs both active and passive methods for discovery and monitoring. For active discovery, nLayers uses SNMP, SSH, WMI, telnet, and IP scanning for the discovery of more than 500 off-the-shelf applications.

Using a passive approach, bidirectional network traffic is monitored without actively scanning or probing. nLayers collects data at the rate of 500 application components a minute into a FCMDB (federated configuration management database) and then automatically compiles a 3D image of the infrastructure, often in about a day after installation. Once the FCMDB has been populated and the 3D map built, nLayers continues to update the information in real time.

SNAPSHOT

EMC nLayers InSight 4.5

\$75 per node

An agentless solution offering network discovery and mapping, real-time change tracking, management, and analytics

www.Processor.com/nLayers

To leverage investment on existing infrastructure, InSight integrates with IBM Tivoli, HP OpenView, OEM versions of Managed Objects Formula (www.managedobjects.com), Bladelogic Operations Manager (www.bladelogic.com), and Opsware Automation (www.opsware.com). APIs for XML-based customization and proprietary applications are also supported.

This up-to-date detailed information lets organizations optimize not just their network and applications but how the technology drives their business.

Ipswitch

A long-time favorite of network administrators, Ipswitch WhatsUp is an affordable yet comprehensive network monitoring solution that is beneficial to organizations of all sizes.

Around since 1991, WhatsUp has matured right along with network technologies over the years. The core features include both active and passive real-time monitoring of all network services, Windows and syslog events, system resources, bandwidth, and Web page availability.

Using intuitive wizards, automatic discovery for routers, switches, servers, printers, and other networked devices are easily set up. Additionally, WhatsUp can also map MAC addresses to IP addresses and log connectivity between switch ports and devices. All the collected data is then stored in an SQL-compatible relational database for easy device management and detailed reporting.

Robust alerting capabilities let administrators know when network failures occur, services are stopped or restarted, and thresholds have been reached. Notifications can be sent through email, pager, SMS, mobile device, and audio alerts and forwarded to SNMP traps.

SNAPSHOT

Ipswitch WhatsUp Professional 2006

Starts at \$1,895 for up to 100 devices

Provides comprehensive network monitoring, as well as discovery, tracking, troubleshooting, and reporting for up to 5,000 devices

www.Processor.com/lpswitch

Using the built-in Web server or Microsoft IIS, WhatsUp can be securely configured and managed from any networked device through an encrypted SSL connection.

New features in the 2006 edition include Microsoft Exchange and SQL Server monitoring, application management through WMI, customized monitors and actions using VBScript and J-Script, Web content monitoring, router bandwidth monitoring and trend analysis, SNMP v3 monitoring, a credentials library, a MAC address finder/reporter, and enhanced database tools and reporting.

Northwest Performance Software

For those with smaller networks (and budgets), ipPulse from Northwest Performance Software packs a lot of features into its connectivity status monitoring tool that alerts administrators the moment an IP ad-dress goes down.

The software is loaded on a single Windows workstation on the network but can be accessed remotely using any telnet application. Using a variety of methods

SNAPSHOT

Northwest Performance Software ipPulse

\$69

Monitors the status of IP-connected devices through multiple methods, including ping packets, TCP connects, and SNMP to poll and check the network connectivity of user-defined IP addresses

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such as ping packets, TCP and telnet connects, and SNMP, ip-Pulse monitors whether the user-defined IP addresses are up or down. When a failure occurs, administrators can be notified through audible alarms, email, and pager.

Despite its simplicity, ipPulse has numerous practical features. Target hosts can be entered as both IP addresses and host names and can even be imported from a text file.

User-defined logging parameters let administrators control how much (or how little) information is collected. Reports can be displayed in text or HTML.

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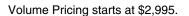
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Find Value In Your Used Equipment

There's More Than One Way To Determine Value

by Kurt Marko . . .

DEALING WITH PRODUCTS and technology that change as rapidly as computers and network hardware, IT professionals spend much of their time investigating new products and assessing how these might increase employee efficiency or fulfill unmet business needs. The embarrassment of riches brought by rapid technological progress in the computer and consumer electronics industries is not without a downside—just what to do with old equipment. Unlike conventional trash, discarded electronics can contain hazardous materials, having more in common with industrial wastes than household garbage. With the breakneck pace of technological change and short product life cycles, old equipment is often far from obsolete-the aphorism "one man's trash is another man's treasure" aptly describes surplus PCs discarded from most companies.

If your business has realized the wisdom of paying as much attention to equipment disposal as acquisition, you're in luck because there's a burgeoning industry in so-called asset recovery, offering a variety of options for discarding equipment in an easy, safe, and environmentally friendly manner. As Steve Wyatt, executive director of the Bay Area's nonprofit Computer Recycling Center, says, the goal is to "reuse the best and recycle the rest." His organization focuses on putting unwanted equipment into the hands of schools, charities, or other nonprofits that

have tight budgets for computer acquisition. While a 5-year-old,

1GHz Pentium III may not cut it for Windows Vista, as Wyatt says, "it works great as a glorified word processor in typing class." Newer equipment can also be resold directly, either via online auction or through an asset recovery company.

Computer Depreciation: The Value Of Old Hardware

The price of unrelenting technological progress in the computer business is a rate of depreciation on used equipment that makes buying a new car look like the height of frugality. Ryan Laber, national account manager

at ARC (Asset Recovery Corp.), cites industry data showing that stan-

dard PCs depreciate 6 to 8% per month, while a study by the Aberdeen Group shows it can go as high as 10%. As the "Relative Value Of PCs Over Time" chart illustrates, such voracious depreciation means a PC loses half its value in about eight months. This implies that PCs more than two to three years old will not have significant monetary value.

For example, according to ARC's Laber, a 1GHz PC in good condition may bring \$60 to \$150, of which a reseller would get a 30 to 50% commission, netting at most only \$100. If a PC's shelf life seems no better than a banana in the produce section (although servers tend to retain value longer), ink-based printers can depreciate even faster, with 5year-old HP inkjets regularly showing up on eBay for \$20 or less. If you can't find a buyer,

Page 9

Wyatt notes that even donated equipment has value because it can generate favorable publicity and good will.

How To Determine

There are three primary methods of estimating used equipment value. The easiest and cheapest is simply to review prices for comparable systems on eBay (www.ebay .com), classified ads on sites such as craigslist (www.craigslist .org), or specialized Web ad portals such as UsedComputer.com. A more rigorous and expensive approach is to use the Orion Blue Book (www.orionbluebook .com), a service that amalgamates pricing data from dealer surveys taken nationwide. Alternatively, an asset recovery business that specializes in reselling computer equipment can tap into a variety of used equipment markets to assess the going rates for virtually any type of office equipment.

Contracting with an asset recovery service is akin to enlisting a real estate broker to sell a

Go to Page 11

_Manufacturer Presentation _

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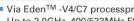
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Charity Begins At The Office

Continued from Page 1 computers helping students in Tanzania—focusing on local nonprofits and schools can also be compelling, especially if employees have a tie to the organizations.

Some companies choose to help schools that staff members'

children attend or charities that are favored by the business. Selecting a local donation spot has a number of advantages, Cranmer says.

First, shipment becomes less of an issue. Sometimes if a largescale donation is done, boxing up and sending the equipment can be expensive, whether it's paid for by the organization or the SME. Local charities can often pick up the equipment, or company volunteers can do the work.

Also, pairing with a local organization can be a long-term and ongoing relationship, allowing the SME to understand more deeply the nonprofit's needs. For example, joining up with a school will give the company insight into what type of computers are compatible with the school's network, whether the equipment fits in with an overall educational technology plan, and if there are any problems running instructional software programs. Once questions such as these have been addressed during the first sweep of donation, subsequent donations will go more smoothly.

As the benefits are realized, keep in mind that there are also challenges that come with local donations. Since many small nonprofits have very limited funds, they often struggle to come up with the budget to do system installation, support, or hardware upgrades. An SME should establish up front whether the donation also comes with volunteer time from an IT staff member to get the computers up and running.

Clean Sweep

Important to remember before handing over any piece of equipment, even to a local church, is

that it should be as clean as the day it arrived at the company. Shredding data is not an easy feat, as many IT managers know, but it's worth the extra time and expense to make sure that drives don't contain any company data.

Even after high-profile incidents involving data left on computers, many recycling firms still see occasional information pockets, says Kory Bostwick, president and CEO of PC Disposal. "We have to be very, very serious about data cleansing in order to take data security seriously," he says.

For companies that aren't going through an equipment reseller or asset disposal firm, there are a number of cleansing tools that will make sure you're donating only the equipment, not the data as well. One example is Sanitizer from Pinion (www .pinionsoftware.com), which meets a stringent Department of Defense standard for data overwriting. The software utilizes a user-selected combination of characters, renders data unrecoverable, and is nicely affordable, at \$12.50 for a single copy, with a dramatically dropping price with more volume.

Another vital component of donation is the tax deduction that could result. Some companies choose organizations based on whether they'll get a tax break from the charitable act, and for good reason-with regular donations, the tax credits could be sizable. When donating, be sure to get a letter stating the market value of the donated equipment, the organization's ID number, and the date of the donation. (For more information on determining the value of used equipment, read "Find Value In Your Used Equipment" on page 9.)

Once a computer or drive is sparkling clean, the nonprofit chosen, the paperwork done, and the equipment shipped off, all that's left to do is luxuriate in that do-gooder feeling—asset disposal has never felt so nice.

Tips For Finding A Local Organization

- · Ask staff members about any churches or schools with which they have an affiliation; choosing a charity that's close to employees is a good way to get them involved.
- · Look for reputable nonprofits in the area that have a national office. For example, the local chapter of the United Way may need equipment.
- If equipment is older or not working properly, call local technical and community colleges to ask if they want the hardware for repair classes.
- Ask asset disposal firms for recommendations.

National Resources

Many of the databases for donations are now sophisticated and bring together a number of nonprofits in need. Here are some good places to start a donation search:

Share the Technology

sharetechnology.org

Focusing strongly on local donations, Share the Technology has a database that allows users to choose the type of equipment they have available, narrow recipients by state, and then whittle results even further by looking at requests from public or private schools, nonprofits, or individuals with disabilities. For some states the listings are limited, but knowing exactly what each organization really needs is very helpful.

TechSoup

www.techsoup.org

This powerhouse site has hundreds of listings for nonprofit and school-based recyclers. Although many are refurbishment firms that might charge a fee for cleansing and repair before passing the equipment to charities, there are also numerous listings of nonprofits that can get equipment directly. Results can also be sorted by ZIP code to help locate local organizations. These features can be found under the Recycled Hardware heading of the Products section.

United Way's 211

www.211.org

Run by the United Way, 211 is the information telephone number that's available in many cities to find resources for an array of issues, from child care referrals to disaster donation coordination. Because so many nonprofits connect through the organization, 211 operators have data on local equipment needs.

Match Data Value To Storage Costs

Continued from Page 1

storage costs. Rael suggests tiered storage as one approach. Tiered storage can segregate your data by value and frequency of usage. Typically, your most expensive disk sits at Tier 1, performing as your

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most reliable storage repository. Rael suggests either Fibre Channel or a SCSI disk as a Tier 1 storage device.

"As data sets age, and the data is accessed less frequently or not at all, it may be desirable to migrate the data to a Tier 2 repository, such as SATA disk," says Rael. Your Tier 2 storage requirements should reflect the need for quick accessibility of the data for regulatory compliance requirements. However, Tier 2 data is rarely accessed, so the performance of a high-end disk is often not necessary.

As your data ages, it is eventually time to offload the data to tape backup. Tier 3 stores data for retention purposes only, making it the least expensive storage category.

How To Best Align Storage Spending

If your SME is relying on decentralized storage, you may see storage costs rise dramatically. Rael says, "These 'silos' of storage [usually direct-attached] can suffer from low utilization, inability to share

capacity, inefficient backup procedures, no common management, application downtime for updates, and harried staff, all of which can contribute to greater costs."

Decentralized storage environments run the risk of being unable to identify and produce data required for regulatory compliance such as Sarbanes-Oxley or to assign chargebacks for actual storage usage. "Moving to centralized storage such as a SAN or NAS can provide a single view of storage, leading to easier management, higher utilization of assets, and a more efficient environment for backups, chargebacks, maintenance, and data retention for regulatory compliance," Rael says.

Parting Advice

Take the time to analyze your enterprise storage options. Consolidated storage solutions such as SANs and especially NAS should be of particular appeal to cost-conscious SMEs. Rael says, "These solutions are more affordable than ever, and a company doesn't have to be a huge enterprise to realize their benefits.'

Tiered storage offerings are an avenue for exploration. Rael recommends evaluating tiered storage offerings based upon the dynamic, online capabilities of your

Assigning Value To Corporate Data

According to IBM's Steven Rael, "All data is not equal—there is valid data which requires investment for storing, accessing, managing, and protecting." As such, developing a catalog or classification for data might be helpful for assigning value to your SME's data. Some data values to consider classifying include:

- · System files that are generally left alone
- Nonbusiness files occupying space, which you can reclaim
- · Duplicate data, which should be identified and perhaps deleted or shared
- Stale and/or orphan data, which your small to midsized enterprise should delete or archive on a regular basis
- · Redundant application data, log files, and dump files, which should be monitored and periodically cleaned
- · Temp files, which should be monitored and perhaps periodically cleaned

Rael further advises, "Understanding the different data types and relative value is the first step; the second step might be evaluating solutions which provide a means to identify these different data in the organization and allow the creation of automated policies to deal with them appropriately."

solutions and if modifications can be made to the storage infrastructure without interrupting the applications.

Tightening up your data management with a storage resource management solution is an option, viewing data information granularly by type/size/age of files, last access date for files, and the files consuming the most space.

Rael says, "Reduced cost, reduced risk, reduced stress on staff, and better quality of service to the users of storage are all benefits that can accrue from better methods of data and storage management."

Keep An Eye On Storage Spending

As your storage requirements evolve, you should be auditing your storage spending, and IBM's Steven Rael says, "It is wise to give as much foresight to storage spending as possible, recognizing the exponential growth of storage. There's no question about it. Customers are being required to manage a flood of data."

Rael suggests examining the following if storage spending is getting out of control:

- Is disk space being added due to inability to share capacity?
- Are additions to staff due to the number of platforms and storage "silos" requiring support?
- · Are point management solutions being implemented that lack cross-platform, cross-vendor capability?
- · Is backup becoming unwieldy and onerous, and worst of all, unreliable?
- · Do applications suffer downtime when adjustments are made to the storage supporting them?
- · Is the organization having trouble meeting SLAs (Service Level Agreements)?

Find Value In Your Used Equipment

Continued from Page 9

home—they have expertise in the various used equipment markets, can quickly determine likely selling prices, and handle all of the paperwork. Asset recovery agents can also do much of the inventory, system preparatory, and data recovery work needed to document the condition of each system and get it ready for sale. Of course, this convenience comes at a price, typically running 30 to 50% of the sale—larger deals command a lower commission.

Do it yourselfers will want to consult with the numerous online resources available for selling used merchandise. Those needing to dispose of a large inventory, where even small variations in average sales price can make a big difference in the bottom line, will want to be the most fastidious and invest the time and money in consulting with a formally prepared pricing guide such as the Orion Blue Book. Orion summarizes used prices for a wide variety of equipment, ranging from computer systems to consumer electronics and cameras. Analogous to the familiar Kelley or NADA guides for used cars, Orion surveys dealers nationwide to determine the average sales price and "days to sell." The used price is then calculated based on what an aver-

Value Of Computer Equipment Over Time 80 6% Depreciation Rate Value (In %) 60 50% Depreciation 40 20 Age (Months) Example current retail prices (taken from eBay and UsedComputer.com):

Web Sites For Assessing Equipment Value

Site	URL	Comments
craigslist	www.craigslist.org (San Francisco Bay Area home page)	The Internet's premier online classifieds; check prices in your local area (for example, 1GHz Pentium III)
	[city].craigslist.org (your city)	Example [New York]: Dell Dimension XPS P3, 1.0GHz + 19-inch MAG Monitor;\$150
еВау	www.ebay.com (home page) pages.ebay.com/assetrecovery (IT Asset Recovery Center)	The quintessential online auction site for everything from PCs to kitsch Example: Compaq Deskpro EN Pentium III 1Ghz 256MB RAM 20GB HD; \$55
Orion Blue Book	www.orionbluebook.com (home page) www.orionbluebook.com/orion /computer.asp (computer equipment)	The equivalent of the familiar automotive Kelley Blue Book for electronics—authoritative
The Used Computer Mall	www.usedcomputer.com	Online classified pages for used PCs and peripherals
Used-PCs.com	www.used-pcs.com	Online retailer with sizeable inventory

age store could sell the product for in 30 days or less, providing an accurate measure of the market value. Such detailed information comes at a price, starting at \$3.99 for a single-item search or from \$5 per hour of unlimited use to \$25 per week, but if you have scores of machines potentially worth thousands of dollars, it's important not to leave any money on the bargaining table.

While your accountant can best handle the detailed tax consequences of reselling equipment, typically items purchased for less than \$5,000 are not considered depreciable assets, but ordinary expenses. Computers purchased for greater than this amount are depreciated over a

five-year period. Thus, any items resold prior to this date have residual value that would offset some or all of the realized gain, while all proceeds from fully depreciated items, or expensed equipment, are treated as taxable income.

Much old office equipment can be reused, although its monetary value may be slight. Businesses that turn over machines rapidly, always needing the latest technology, will be able to recoup some money via resale, although, given the depreciation rate of computers, it will only be a small fraction of the original cost. Older, but still functional machines are good targets for charitable donations,

while ancient or nonworking equipment should be recycled. If you are looking to resell, there is an entire asset recovery industry skilled in assessing value, securing/destroying your data, and managing the entire sales transaction. Donations to charity are best handled through one of the many nonprofit computer reuse organizations who are conversant in securely preparing machines for reuse or recycling and can facilitate favorable media coverage of any substantial donations. In either case, these organizations facilitate the recycling of unusable items and provide a convenient way to dispose of unwanted office equipment.

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Out With The Old

Using An Equipment Disposal Service

by David Garrett . . .

NOTHING, THEY SAY, lasts forever, and hard drives are no exception. But getting rid of old hard drives-and the notebooks, desktops, and servers that house them—can be tricky.

Sometimes they gather dust in an old storeroom, next to the tinsel from last year's Christmas party. Sometimes they're given away or sold to employees. And sometimes they're put out with

But disposing of old machines is too vital to be left to half-measures. There are dozens of laws local, state, and national—that govern the process because old computers are often deemed hazardous waste. There are Sarbox and HIPAA concerns. And there's always the question of your private data.

That's where the pros come in. A disposal service can help you help the environment and keep your data secure—for a price. But given the alternatives, their fees can be worth it.

The First Question: Why?

Computers often contain mercury and hexavalent chromium, a chemical made famous by Erin Brockovich when she discovered its presence in the water supply of a California town where it may



have caused

a number of can-

cers. Other carcinogens, such as cadmium, may also be present in your machines. And cathode-ray tubes are severe offenders, since they contain, on average, 4 to 5 pounds of lead.

The bottom line? It's dumb to dump all that in a landfill—and many states have outlawed it or begun the process to do so. What's more, there are federal laws, such as the RCRA (Resource Conservation and Recovery Act), which govern equipment disposal for even small companies. The RCRA has a number of categories for "waste generators," including CESQGs (conditionally exempt small quantity generators) and SQGs (small quantity generators), both of which apply to small to midsized companies alike.

Flouting the RCRA can

result in hefty fines, but disposal experts know exactly what canand can't—be done to keep the government at bay.

Safe From Prying Eyes

The sanctity of your data is the best reason to use a disposal expert. Old hard drives carry terabytes of data, from customer names to health records, Social Security numbers, and even PINs and passwords, some of which falls under Sarbox and HIPAA rules. Most firms go to extreme lengths to secure that data on their live networks, so why expose it to prying eyes at the local landfill-or on a truck from your office, or when it's shipped by a shipping service?

"The biggest flaw in disposal and recycling right now," says

Kory Bostwick, president of PC Disposal, "is chain of custody from the time it leaves their dock till the time it gets to our dock." Bostwick's firm offers a unique way to deal with the problem: a locked cart you can use for office collection and shipping.

"If you call me up and say, 'I've got all this equipment, and we don't want our \$80,000 per year technicians sitting around and wiping hard drives, but we do understand that this data is critical,' then I'll ship you a secured cart. I'll keep a key, and I'll FedEx you a key. Once it gets there, you can wheel that cart around and fill it up with servers or whatever you need to get rid of."

The cart itself, locked down for safety, is then shipped to Bostwick's headquarters in Olathe, Kan., where technicians wipe the data, destroy drives, and follow all local, state, and federal laws to dispose of your equipment.

Erasure? What Erasure?

The best disposal experts wipe your drives with DoD (Department of Defense) and NSA (National Security Agency) standards.

Why use such caution? Because deleting your data only removes it from a disk's FAT (File Allocation Table), and even formatting a hard drive won't protect it from prying eyes. To be truly secure, data must be overwritten up to a dozen times with software that lays random strings of 1s and 0s over your precious patient records or tax forms.

What's more, a good disposal service can provide you with an audit log, a lifesaver if a Sarbox or HIPAA regulator ever asks for it. And, as Bostwick notes, using any outsource for a business process provides an "inherent form of indemnity" because the vendor assumes the procedure's innate risk, most often with a written contract.

Last in the list of benefits is perhaps the simplest of all: cost. While a good service won't be cheap, it can be far cheaper than assigning your best engineers and storage managers to the timeconsuming task of collecting machines and wiping drives.

Choosing A Service

Of course, choosing the right service can be hard. "Now there's probably 500 people who say they do it," says Bostwick, who

The Pros & Cons

Using a disposal service can keep your data safe and keep you from running afoul of local, state, and national laws meant to protect the environment. It can also provide you with audit logs if HIPAA or Sarbox regulators demand them.

But, as with all things, there are cons. First are cons in the oldest sense of the word, fly-by-night outfits that don't follow intricate laws to the letter or tell you they'll drill holes through your hard drives when they really plan to resell them.

What's the antidote? First, of course, is careful research—never give old equipment to a firm you don't trust. Second is a rock-solid contract. Your disposal service should spell out its process in detail.

was among the nation's first disposal experts. But not all "experts" are equal: Some are merely brokers for other services or one-man shops working from

If you're searching for the real thing, be sure to vet the candidates with care. See how long they've been in business and whom they've worked for. Ask for a reference or two and check the Better Business Bureau or Chamber of Commerce for complaints. Ask questions about insurance, contracts, and the exact details of your service and dispose of any vendor who fails to impress you.

After all, it's your data you're dealing with. Unlike your old machines, that's very much worth saving.



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Disposal Service Options

If you're searching for disposal or recycling experts, start your search here.

Company	URL	Services
DigitalAid	www.digitalaid.org	DigitalAid sends used computers to Africa and U.S. churches; as a charity, it does not offer a commercial disposal service.
DMD Systems Recovery	www.dmdsystems.com	DMD has a complete range of asset management solutions and deals mostly with large companies.
PC Disposal	www.pcdisposal.com	PC Disposal offers a secured cart for safe transit, as well as a complete range of disposal solutions.
Retire-IT	www.retire-it.com	Retire-IT offers disposal, recycling, and resale (Internet auctions, used dealers, etc.) for old equipment.
Turtle Wings	www.turtlewings.com	Turtle Wings offers a full disposal and Data Decimation service, but it's limited to Baltimore, Washington, and northern Virginia.

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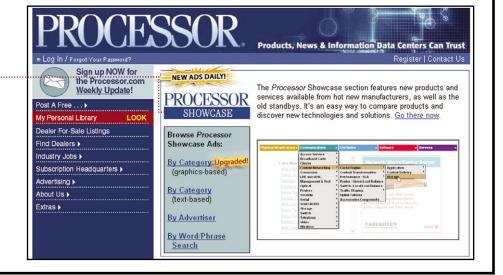
You should be familiar with the print edition of our Showcase advertising section—it's the section beginning on page 5 of this issue that displays dozens of products of interest to data center and IT professionals. Now there's an electronic counterpart with hundreds more products we can't fit in print.

If you know the specific manufacturer or advertiser you're looking for, click Browse By Advertiser, If you're looking to see if a solution exists, click one of the By Category links (either graphics-based or text-based) or the Word/Phrase Search link.

The Word/Phrase Search is the quickest route but choose your keywords wisely to ensure you get the best results.

If you choose the graphics-based browse option, you'll see instructions on how to use the browsing feature. Pass your cursor over one of the five color-coded categories near the top of the page (Physical Infrastructure, Communications, End Nodes, Software, or Services) then choose the category or subcategory you want and click it. A list of links appears in the left window; pass your cursor over the links, and the product ad displays in the right window. Once you've found a product of interest, click the red More link in the bottom right of the ad for more detailed information.

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End Nodes - Printer Advertisement

TallyGenicom's New High-Speed Serial Matrix Printers Have Multiple Connectivity Solutions

TallyGenicom announced the 2265+ and 2280+ models of the 650 and 900 cps serial matrix printer family for time sensitive and critical business printing applications in industries such as warehousing, manufacturing, transportation, retail, and others that require multipart forms printing.



The 2265+ printer is available in a variety of configurations, making it the ideal choice for multiple connectivity environments. The configurations include parallel only, parallel with serial, internal Ethernet, PCL, and LAN IPDS for IBM AS400/iseries users. List Prices range from \$1,845 to \$2,227.

The 2280+ is available in a variety of configurations, including serial, parallel, PCL, internal Ethernet, and LAN IPDS. List Prices range from \$2,543 to \$3,709. The 2280-2T+ will be available in July 2006 for users that require the ability to print up to ninepart forms for use in industries such as transportation, customs brokerage firms, and the healthcare field.

"By adding this robust and comprehensive product line to our offering, TallyGenicom is continuing our commitment to our customers by being the solution provider for their changing serial matrix printer requirements" says Chuck Ward, serial matrix product marketing manager at TallyGenicom.

TallyGenicom continues to support Digital /Compaq serial matrix printer users. Included with this announcement is the release of the LA650 + and LA800+ for these legacy applications. These new printers replace prior models 2265, 2280, 7265, LA650, and LA800.



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The ACS76510/ACS76500 is a three-disk SATA-SATA/PATA-PATA RAID kit in which two disks are mirrored to protect working data and the other disk is a backup disk preserving a data image created at a specific point in time. The back up function set-up is either manually from the GUI or automatically according to the schedules set by the user. Under

1+backup, the data can be protected from not only disk failure but also logical failures, such as virus attack, mistaken file deletion, and inappropriate changes of system configurations. As the backup disk preserves a complete image of the original data set, it can be used for restoring data as well as system configurations.

Product Benefits:

- OS independent kits (driverless design)
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_Manufacturer Presentation _

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_Manufacturer Presentation _

End Nodes - Printer Advertisement

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Created as a cost-effective alternative to Windows[™]-based laser printing applications, the new P7000HD series is optimized for graphics printing demanding the highest reliability. It is the only line-matrix printer available in the market today that can operate seamlessly in a Windows environment and emulate all of the fine details



required for TrueType fonts, fine print, logos, and bar codes.

Printronix designed the P7000HD for applications typically found in manufacturing, banking, distribution, and transportation environments, such as the printing of reports, bills of laden, multipart forms and bar-code labels. The P7000HD features 11-mil (0.28mm), fine-point hammer tips that print at least 180 x 180 dots per inch (dpi). This resolution rivals the print quality of laser printers at a fraction of the operating cost.

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PHYSICAL

Power Protection

■ APC announced that it will integrate a Smart-UPS VT power module and hotswappable batteries in its InfraStruXure systems. With Smart-UPS VT's architecture, users can upgrade systems with APC's centralized management and security products as well as the company's inrow cooling. The modular design approach makes the InfraStruXure systems ideal for VoIP or disaster recovery applications. With its NCPI (network critical physical infrastructure), the new system has higher power efficiency and offers additional internal battery capacity for runtime scalability. Perfect for small data centers or remote offices, InfraStruXure system with Smart-UPS VT is available in 20KVA and 30KVA with 208V and 480V input, respectively.

■ Staco Energy Products introduced the FirstLine three-phase Uninterruptible Power Supply for 10, 15, and 20kVA applications. This true online, double-conversion UPS provides computer-grade power

quality and has a small footprint and low weight. The FirstLine has a standard battery runtime of over 8 minutes, with optional batteries for virtually unlimited runtime. The UL1778 listed UPS is designed for a wide range of applications including data centers, broadcast, computer networks, robotics, medical, process industries, wastewater treatment, food processing, and manufacturing plants.

COMMUNICATIONS

Network & Systems Management

■ Fluke Networks introduced the IntelliTone Pro Toner and Probe, a toner and probe set that combines advanced analog and digital toning technology. IntelliTone Pro can identify a single cable in an electrically noisy bundle, pinpoint specific pairs within a cable, and test wiremap and continuity. This tool also has built-in cable wiremap and network service detection capabilities that help eliminate the need for separate cable and service verification tools. An advanced analog tone called SmartTone is new to the IntelliTone Pro. SmartTone helps technicians know when they have identified the correct wire pair

before punching down a jack or block or when diagnosing voice transmission problems. IntelliTone Pro's digital signal is safe to use on active networks.

Security

- Check Point Software announced VPN-1 UTM Edge with built-in ADSL modem, an all-in-one appliance designed to simplify security deployment without decreasing the level of security or manageability for companies with branch offices. Check Point VPN-1 UTM Edge with ADSL includes all the necessary components for remote offices by consolidating comprehensive security, ADSL, Wi-Fi, and print server support to enable businesses to get remote offices up and running with the same security and complete network protection as core offices and data centers throughout the organization.
- CipherTrust announced the release of IronIM 2.0, the latest version of the instant messaging security appliance that helps enterprises protect themselves from incoming threats or outbound data leakage when their employees use public or enterprise-based instant messaging services. IronIM

2.0 enhancements include corporate ID registration and mapping, which enables administrators to manage corporate IM identities using an enterprise's LDAP (lightweight directory access protocol) directory. The software also features support for public and corporate IM systems and gateway-to-gateway IM conversation encryption between organizations. CipherTrust IronIM version 2.0 starts at \$5,995.

■ WatchGuard's new Firebox X Edge security appliances offer protection for remote and branch networks. The systems include a stateful firewall, VPN, and a Web filter into a single security appliance that's manageable onsite or remotely. The ability to manage the device remotely helps ensure that company security policies are followed by each branch office. In addition, Firebox X Edge also provides priority for interoffice traffic and is capable of routing requests from specific domains to specific networking resources. This feature allows you to provide partners with access to specific portions of the network while still protecting other portions of your network. The

Go to Page 16

Put That Finishing Touch On Your Infrastructure Wiring

Panduit's New Product Maximizes Available Space, Reduces Cost

by Joseph Pasquini

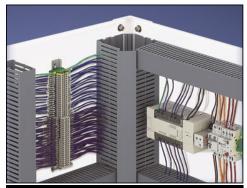
ANYONE WHO HAS ever installed any form of cabling within a data center or wiring closet understands that tidiness is the signature trademark by which the project will be judged. All of the various cables weaving in and out of the conduits must be neatly arranged in order to avoid unnecessary damage and also to simplify later troubleshooting and cable reconfigurations. Intended to make more efficient use of potential mounting space typically left unused, Panduit's new Panduct PanelMax Corner Wiring Duct also helps to reduce paneling costs over conventional installation methods.

Targeted for use in electrical control panels for manufacturing machinery or other similar equipment, the slotted PanelMax Corner Wiring Duct is used in the vertical corners of medium-sized to large electrical

control panels (with both side and back panels) to route, hide, and protect all types of wiring and cabling. According to Panduit, installations utilizing the corner duct can realize up to a 20% savings in enclosure footprint area or up to 5 square feet of additional subpanel space for extra components or devices. These efficiencies are achieved as a result of the angled four-sided base design of the PanelMax, which allows the duct to fit into any vertical corner area.

Panduit offers two methods for installation: corner attachment using Panduit's CDCLP3/CDCLP4 Quick Mount Clips or direct attachment using Panduit's NR1-C nylon fasteners or standard #10-32x1/2-inch fasteners. No additional assembly is required. For applications that require wire separation, a 4-inch divider wall is also available. The Panduit D4H6/SD4H6 wall snaps into the base to create two separate

wiring channels. An upper score line allows duct finger removal without tools, whereas a lower score line eases sidewall section removal at T intersections.



SNAPSHOT

Panduit Panduct PanelMax Corner Wiring Duct

One-piece corner wiring duct offers smaller footprint, quicker installations, and lower costs than traditional options

www.Processor.com/Panduit6

Manufactured in 6-foot lengths, the PanelMax Corner Wiring Duct is offered in height/width combinations of 4.58/5.33 inches (for use with 4-inch height wiring duct) and 3.57/4.4 inches (for use with 3-inch height wiring duct) in lead-free PVC. Available colors are white and light gray.

The Panduct corner duct is compatible with other portions of Panduit's product line. Built to use its 2-inch duct cover across the opening separating the two working sides, the new Panduit corner duct is also compatible with the manufacturer's other 3-and 4-inch height wiring duct products.

Other slotted wiring duct solutions, such as those available from Wire Trak (www .wiretrakusa.com), Hoffman (www.hoffman online.com), or HellermannTyton (www .tyton.com), normally use corner attachments for joining two lengths at a right angle. Panduit contends that its wiring duct with its vertical corner approach offers faster installations and greater space savings over traditional multipiece solutions, thanks to its one-piece base and co-extruded flexible hinges.

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End Nodes - Storage Advertisement

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Enterprise RAID Performance

The original UltraStor product line capitalized on Enhance Technology's hybrid storage expertise by combining SATA disk drives with either a SCSI or Fibre Channel host interface. The UltraStor IP utilizes newer, faster Serial ATA 3Gbps disks and is powered by the latest microprocessor to deliver up to 220MBps over a Gigabit Ethernet network, enough bandwidth to exceed the demanding requirements of many network-based applications. With UltraStor IP, Enhance has created a product that supports multiple hosts and runs on both the Windows and Mac OS platforms while offering easy configuration and integration into virtually any hardware or software environment.

Key Features Include:

- Hybrid Serial ATA disk-based storage, compatible 1.5 and 3Gbps disks
- Embedded hardware RAID controller with dual GbE ports
- 2U or 3U modular rack design easily integrates into existing storage infrastructures
- 2 GbE full iSCSI offload with load-balancing and failover
- One logic volume shared by as many as 16 hosts
- Windows VDS/VSS/MPIO support, host access control, and CHAP
- Easy LCD control, Remote monitoring, and RAID management over TCP

Full iSCSI Benefits

The UltraStor IP system has dual GbE ports, supporting full iSCSI offload with loadbalancing and failover and one logic volume shared by as many as 16 hosts. Other new features introduced in the UltraStor IP system include MPIO support, S.M.A.R.T. disk monitoring, target authorization via IP address, and Jumbo frame support.

UltraStor Product Availability and Host Flexibility

UltraStor IP is available for immediate delivery in the form of a 2U eight-disk RS8 IP model, which has the storage options of 1TB, 2TB, or 4TB; the 3U 16 RS16 IP model can go up to 8TB.



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_Manufacturer Presentation _

End Nodes - Storage Advertisement

Erase Hard Drives In Just 5 Seconds With The V660 HDD Evo

Verity Systems the world's leading developer and manufacturer of degaussers and bulk tape erasers. The company's new V660 HDD Evo is a unique, infraredcontrolled degausser designed for the permanent and safe erasure of hard drives.

A degausser erases media by applying a strong magnetic field that destroys all information recorded on the media. While in most cases this will render the hard drive inoperative, the cost of a replacement hard drive cannot be compared to the cost to a company if sensitive information can be read by a third party. The V660 HDD Evo has a very powerful, concentrated magnetic field that ensures that hard drives are erased in just 5 seconds.



Verity Systems Inc.

5441 Merchant Circle, Unit A Placerville, CA 95667 Toll Free: (800) 642-5151 Phone: (530) 626-9363 Fax: (530) 626-9395

Operation is simple. Hard drives are placed into the V660's receptacle, the lid is closed, and the degauss button pressed. What's more, with safety in mind, the V660 HDD Evo is the only hard drive degausser that can also be operated remotely via an infrared control from a distance of up to 15 meters. For added security, the V660 can be locked in the infrared operating position so that unauthorized usage cannot take place.

Key Features:

- · Effectively erases hard drives
- No need for operator to handle drive during degaussing
- 5-second erase cycle • Remote control, operation from up to 15
- meters
- High energy for complete erasure Tabletop design
- Cost-effective

www.Processor.com/VeritySystems51



Product Releases

Continued from Page 15 wired version of the Firebox X Edge sells for \$480 with the wireless version costing \$100 more.

Switch

- **Cisco Systems** announced enhancements for Cisco Catalyst 6500 series switch modules. The two recent enhancements include DDoS MDM (Multi-Device Manager) 1.0 and traffic analysis. DDoS MDM 1.0 provides better monitoring, reporting, and configuration for Anomaly Detector and Guard Modules. The traffic analysis enhancement for Network Analysis Module 3.5 provides traffic analysis for IP/MPLS, voice, and QoS. Over the past six months, Cisco has released new modules, including ACE (Application Control Engine) and WiSM (Wireless Services Module). Cisco also integrated several products to create a protocol-agnostic portfolio that lets customers better configure, manage, and troubleshoot compute-intensive applications. The integrated products include Cisco SFS 7000D Series InfiniBand DDR switches, OS 2.7, CiscoWorks LMS, Resource Manager Essentials, and Dynamic Fault Manager, which now support the switch series. The portfolio also boasts support for open standards, including Open Fabrics and Open MPI. The switches scale from 24 to 288 ports. The DDR capabilities result in 20Gbps bandwidth.
- Voltaire announced its DDR (Double Data Rate) InfiniBand software and switches to provide high-performance switching, storage capacity, and management for the HP BladeSystem c-Class architecture. Voltaire GridStack InfiniBand software stack features a comprehensive suite of upper-layer protocols for computing clusters, utility computing, grids, and enterprise data center applications for the HP BladeSystem. GridStack is bundled with HP XC System Software and is supported by HP MPI, HP StorageWorks Scalable File Share, and HP Scalable Visualization Array. Voltaire multiservice switches offer integrated InfiniBand, Gigabit Ethernet, and Fibre Channel connectivity in a single enclosure. Voltaire DDR software and switches can be intermixed with Voltaire SDR software and switches. InfiniBand products for HP BladeSystem c-Class will be available in the fall.

Telephony

■ Polycom announced expanded support for Microsoft's vision for UC (unified communications). In addition to Polycom's

previously announced integration, Polycom will develop and market integrated business-class UC SIP voice end points. The new products include integrated desktop devices that make use of the presence awareness, instant messaging, and telephony and VoIP functionality from Microsoft's UC platform. These devices will also support auto provisioning, management, and configuration of Microsoft's UC platform.

■ Quintum Technologies announced that it is working with Microsoft to deliver unified communications built on Microsoft Office Communications Server 2007. The Quintum Tenor will support the voice, presence awareness, and instant messaging capabilities of Office Communications Server 2007 and allow it to be integrated into the existing PSTN/PBX voice network infrastructure.

Wireless

■ Cisco Systems expanded its Unified Wireless Network Solution. The package lets customers roll out such mobility services as voice-over-Wi-Fi and guest access and security services. Unified Wireless Network Software Release 4.0 has new features, such as Management Frame Protection, which protects management frames via 802.11i-based encryption. It also includes secure guest access services with customizable login screens. The updated software works with Cisco IPS 4200 Series Sensors to provide Layers 2-through-7 intrusion prevention. Administrators can access several Wi-Fi Voice services, including Cisco Compatible Extensions 4 and Call Admission Control. Cisco also released the Cisco Catalyst 3750G Integrated Wireless LAN Controller, which has 24 PoE ports and two Gigabit ports. The switches include Cisco's Stack Wise technology.

END NODES

KVM & Console Access

■ Avocent's SwitchView SC4 UAD switch is the first secure KVM switch to deliver USB support. Avocent designed the KVM switch for classified information application, and each port has its own secure channel. Users can securely obtain access to the console ports from up to four computers. The SwitchView SC4 UAD also offers audio and video (analog and digital) support up to a 1,920 x 1,200 maximum resolution. With dual-video support, the same connector can simultaneously use analog and digital displays. Avocent's PS/2 version of the SwitchView SC4 UAD KVM will be available soon.

Keep Mission-Critical Systems Up & Running

Emerson Liebert PSI 1920 VA Provides A Safety Net

by Joe Lazzaro . . .

IN ORDER TO GUARD against inevitable disruptions caused by a loss or change in the nature of electrical power, businesses rely on uninterruptible power supplies to protect their equipment and data. When outages strike, UPSes allow IT staff to gracefully power down servers and other equipment and switch to an alternative power source if available.

Emerson announced its Liebert PSI 1920 VA, 2U rackmount, line-interactive uninterruptible power supply. The 1920 VA joins

Printer

■ Trace Affex released the DiscJet 4800 CD/DVD printer which can print resolutions of 4,800 x 1,200dpi. The DiscJet 4800 uses HP standard off-the-shelf cartridges. A photo-quality ink cartridge can be used in place of the black cartridge to provide sharp photo-quality images. Trace Affex also unveiled the 220-disc standalone robotics to automate the printing process. The robotic unit includes networking software and an Ethernet connection. List pricing for the DiscJet 4800 is \$1,205. The standalone 220-disc robotics and robotics software costs an additional \$3,294.

Server

- **Dell** unveiled the ninth generation of its PowerEdge servers, which feature Intel Xeon 5100 series processors. This series of PowerEdge servers offers a 152% performance boost over the last generation of dual-socket PowerEdge servers, according to Dell. The server features a 7U chassis and support for Fibre Channel, Ethernet, and InfiniBand connectivity, and PowerEdge 1855 blade owners can install 1955 blades alongside the older model. The PowerEdge 1950, 1955, 2900, and 2950 servers are available for \$1,898, \$1,848, \$1,948, and \$1,848, respectively. Dell also announced the Precision 690 and 490 workstations and PowerEdge 2900 and 2950 storage servers.
- HP claims its BladeSystem c-Class enclosure is the industry's fastest blade system with 5Tbps aggregate throughput. According to HP, the c-Class' 4X DDR InfiniBand support makes it the industry's fastest blade server interconnect with 20Gbps bandwidth in each direction. HP also announced plans to combine the blades with its Cluster Platform 3000BL and 4000BL to produce HPC-optimized configurations. HP's XC, which is Linux-based cluster software, will be available for the BladeSystem c-Class server blades along with other cluster management offerings from open-source developers and HP partners. The BladeSystem c-Class will be available next month in the HP Cluster Platform 3000BL configuration.
- IBM introduced the new IBM BladeCenter blade and System x servers and workstations. The systems support more advanced computing with future quad-core CPU models and have up to 90% better application performance and up to 163% better performance per watt. The

new IBM BladeCenter HS21 is a high-density modular blade server that supports the family of BladeCenter chassis. The new servers and workstation models include System x3650, System x3550, System x3500, System x3400, and Z Pro Z30. IBM PowerExecutive gives customers the intelligence necessary to manage power consumption in the data center. It is included with all of the new blades and servers free of charge. The new systems are scheduled to be available next month.

■ RadiSys launched its industrial-grade RMS420-5000XI embedded server, designed for high-performance and high-throughput applications. The RMS420-5000XI includes two Dual-Core Intel Xeon 5140 processors and supports PCI-Express for a high-end graphics card. These systems are also more energy-efficient due to the Dual-Core Xeon's lower power design.

.

■ Silicon Graphics announced the SGI Altix 450 server, designed for the midrange market. The new server is equipped with a dualcore Intel Itanium 2 processor, which is more power-efficient and cooler than the previous generation CPU. SGI also announced that it is installing Itanium 2 processors in its Altix 4700 platform. Both offerings should be available by the end of the third quarter. The Altix 4700 systems start at under \$75,000 and the Altix 450 units are priced under \$15,000 for the base configuration. Silicon Graphics also unveiled the Altix XE, a new family of Linux-based servers and factoryconfigured clusters. The new offerings feature two 64-bit Dual-Core Intel Xeon 5100 processors, which are backward compatible with x86 applications. Each server also supports up to 32GB of system memory and up to 21GBps memory bandwidth. In the near future, SGI will offer application-specific bundles for some of the more common applications, such as a customized rendering bundle aimed at game developers and media firms. The Altix XE is currently available starting at \$3,100.

Red Hat Linux operating systems across six server models. The supported systems include a new family of servers for telecommunications, as well as the complete, continuously available enterprise Stratus ftServer line, which previously supported only Microsoft Windows OSes. The 64-bit implementation capitalizes on Intel Extended Memory 64 Technology to support both 32- and 64-bit applications while

Emerson's line of Liebert uninterruptible power supplies, offering customers five power capacities ranging from 1,000 to 3,000VA. The unit also provides programmable voltage settings, allowing users to configure the UPS according to their own requirements, even providing support for devices with non-U.S. voltages as needed.

According to the company, the 1920 VA UPS requires fewer battery replacements due to the fact that its wide input voltage window cuts down on the number of times the UPS switches to battery power. The Liebert PSI 1920 VA also ships with preinstalled batteries that are fully charged and are user replaceable. Another option is available as a network-enabled device that comes with a Liebert OpenComms Web Card installed. The device is SNMP-enabled for convenient remote management and integration with most enterprise network monitoring and reporting products.

Emerson-Liebert says its chief competition comes from American Power Conversion in the form of its Smart-UPS line of uninterruptible power supplies with the introduction of new 750, 1,000, and 1,500VA 2U rackmount models (www .apcc.com). Other competitors include Falcon Electric's SG Series UPS Plus (www .falconups.com), which is also 2U rackmountable and provides SNMP reporting and management capability, and MGE UPS Systems Pulsar EX RT 2200VA RM OL RACK/TWR UPS (www.mgeups.com).

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According to the company, what sets the Liebert PSI UPS apart from its competitors is its rackmount ability, which saves space and makes the unit easier to service and support for five separate power capacities.

SNAPSHOT

Emerson Liebert PSI 1920 VA

\$1,270

\$1,570 (network-enabled version)

Provides five levels of power capacity, ranging from 1,000 to 3,000VA; includes user replaceable batteries; and is rackmountable

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Continued from Page 17

eliminating the memory addressing and maximum memory limitations of a 32-bit OS. Applications are able to process more data faster and to address large in-memory databases and unlimited virtual address space for greater processing productivity.

.

■ Supermicro Computer unveiled more than 30 X7 server platforms based on Intel's Dual-Core Xeon 5100 series processors. An example of one server is the SuperServer 6015B-8+/T+, which uses the

X7DBR-8+/i+ serverboard. The serverboard supports up to 64GB of DDR2 memory via 16 DIMM slots in a 1U form factor with four hot-swappable SCSI/SATA drive bays and a 700-watt high-efficiency power supply. You can view the entire lineup of X7 server platforms on the Supermicro Web site.

■ Verari Systems announced support for Microsoft Windows Compute Cluster Server 2003 with its line of high-density blade server clusters. Updated support for Compute Cluster Server 2003 includes features for rapid node deployment, cluster configuration, monitoring, and policy-based scheduling. Windows Compute Cluster Server 2003 is an integrated, standardsbased compute clustering platform for Microsoft Windows Server 2003 x64 Editions. The company is also introducing new server platforms that are based on Intel's Xeon 5100 dual-core processors. These servers feature hardware-assisted virtualization and PCI Express input/output, among other highlights designed to give customers more power per server. Though they offer more power than previous Verari System offerings, the new 64-bit dual-core CPUs function at only 65W, thereby keeping the server cool.

Storage

■ Addonics' Jupiter Cipher drive enclosure encrypts all data sent to and from a 2.5-inch IDE hard drive (10mm or thinner) for organizations that need to keep customer or employee data secure from theft. Addonics' OS- and platform-independent technology encrypts and decrypts data in real time using a hardware key inserted into the drive enclosure. The rugged aluminum enclosure is also available in a nonencrypting version.

■ NeoScale's CryptoStor Tape software suite for its CryptoStor Tape appliances introduces compression and encryption without sacrificing performance. The appliance uses special processors for LZS compression and AES encryption. Data gets encrypted and compressed before being written to tape. The system is compatible with OpenVMS and most LTO-3-based tape systems such as the HP Ultrium 960 and EML-E Series. New diagnostic tools provide added benefits.

■ The StoreVault S500 from Network **Appliance** is a NAS system that targets small and medium-sized enterprises. The S500 supports NAS, iSCSI SAN, and Fibre Channel SAN allowing businesses to increase performance as it needs growth. QLogic, for instance, will be offering a StoreVault FC Starter Kit this fall that will allow businesses to start using the StoreVault S500 as a NAS system and then upgrade to Fibre Channel later. Microsoft's Windows Server recognizes the S500 as a SimpleSAN for quick and easy configura-

tion. The S500 capacity is upgradeable

from 500GB to 6TB using either 250GB or

500GB SATA hard drives. Users can add

or remove drives as needed without disrupting the system. Backup and restore options are also available. RAID-DP protects against dual hard drive failures, while the NetApp Snapshot technology provides for up to 250 snapshots.

■ Nexsan has added iSCSI support to various RAID products, such as the company's SATABeast and SATABoy. Through iSCSI, servers can connect to hard drives through IP instead of going through switches or HBAs, as is the case with Fibre Channel. There's more detail on Nexsan's site.

■ A new series of entry-level automated tape storage devices are on the way from Overland Storage. The products include an autoloader and a rackmount tape library for small and medium-sized IT departments. Up to 19.2TB of storage space is on tap at what Overland claims is the industry's lowest cost per gigabyte.

.

■ Sony released the latest iteration of its AIT (Advanced Intelligent Tape) format. AIT-5 tapes feature a storage capacity of 400GB and a sustained native transfer rate

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D2D2T Data Protection & Backup

Breece Hill Offers Smarter Recovery

by Ed Tittel . . .

ON TODAY'S NETWORKS it sometimes seems as if there's an appliance for every conceivable need. No sooner is a new market niche uncovered than there's an appliance introduced to fill it in. But there's a lot more than mere expediency to the Breece Hill Biz-Guardian, which offers dual CPU hardware architecture and accommodates between 2 and 4TB of disk space across eight disk drives in a RAID 5 array, plus tape library service for at least 4TB (uncompressed) on multiple LTO 3 tape cartridges.

The BizGuardian appliance is a 4U rack-mountable device that includes 2GB of RAM and a Gigabit Ethernet interface. It runs Windows 2003 Server Standard Edition and includes EMC's wellknown Retrospect software for backup and restore operations. The unit even includes a barcode reader and label printer so tape cartridges may be labeled for positive identification, tracking, and proper media rotation and replacement.

The standard software license covers up to five clients plus multiple servers. Additional client and server licenses may be purchased for up to 15 servers and 300 clients per appliance (clients include both desktop and notebook PCs). Additional software options can also extend backup and recovery services to Microsoft Exchange and SQL Server platforms, as well as user-initiated

restores. Everything on the BizGuardian comes pre-installed and ready to configure, enabling the vendor to claim complete installation in 30 minutes or less.

Retrospect software also permits

automatic staging in a storage hierarchy where important or recent items reside on hard disks, and less important or older items reside on near-line tape cartridges. Clients may be scheduled for backups at regular intervals or whenever they become available on the network (a key factor for handling notebook PCs). New users are also automatically backed up as soon as they're added to the network and at regular intervals thereafter.



SNAPSHOT

Breece Hill BizGuardian

\$20,995 and up (depending on components selected)

Aimed at small to midsized enterprises or the department level in enterprises; integrates benefits of EMC Retrospect software with the speed and convenience of disk drives plus the portability of tape media

www.Processor.com/BreeceHill8

Biz-Guardian also comes with a one-year warranty that includes software upgrades and maintenance, onsite repair service, and access to a 24/7 help desk, with additional coverage and options available for added cost.

Breece Hill is among a handful of vendors that offer D2D2T

> solutions for SME customers, and there is plenty of competition for the backup appliance market in the SME space, for devices with RAID arrays, for those with removable hard disks, and for those with cartridge tape drives.

This includes the iSTORA-4000 from Avax (www.avax.com), Tandberg Data's InteliStor (www .inostor.com), the REO Series from Overland Storage (www .over landstorage.com), and Snap Appliance's Snap Server 4500 (www.snapappliance.com), all of which offer one or more variations on this theme. Like Breece Hill, all these vendors also claim quick and easy installations and position their products as turnkey.

Workstation

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Continued fromPage 18

of up to 24MBps. Customers using a compression ratio of 2.6:1 can expect to pack 1.04TB of data on a single ATI-5 tape. Sony's new format is fully backward read/write compatible with previous generations of AIT formats, including AIT-4, AIT-3Ex, and AIT-3. Customers can expect to be able to purchase devices that support the new format in Q4.

Components

■ Tyan introduced three high-performance server motherboards, ideal for digital content creation, CAD, and other high-demand

applications. The Tyan Tempest S5380, S5370, and S5372 server motherboards all feature the Intel 5000 series chipset and the Dual-Core Intel Xeon processor 5100. The motherboards also support FBDIMM memory, PCI-Express, PCI-X, multiple network ports, and SAS and SATA2 interfaces. The new boards will be generally available by the end of this quarter.

SOFTWARE

Business Productivity

■ NetSimplicity Software released the seventh version of its MRM (Meeting

Room Manager software), a room-scheduling software lets users schedule MRM-managed rooms in Microsoft Outlook. Users can also reserve rooms using Outlook and have the reservations noted in Outlook and MRM. Besides the integration with Outlook, Meeting Room Manager 7 also features synchronization with Microsoft Active Directory, the ability to have booking processes unique to location, enhancements to multiroom bookings with service request capabilities for each room, and users can take advantage of wait list capabilities for frequently utilized rooms.

Mobility

- Fortinet claims that its new FortiClient Mobile is the first unified, multilayer security utility for Windows Mobile 5 or Symbian 7-9 phones and PDAs. Besides the expected antivirus and firewall capabilities, FortiClient Mobile provides IPSec VPN, MMS/SMS spam blocking, and address book protection.
- Sybase launched the Sybase Information Anywhere Suite, mobile software that deals with IT requirements for mobile

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Network Traffic Protection

CA's eTrust SCM r8 Unifies Your Security

by Cynthia Lazzaro

WITH THE GROWING complexity and reliance on corporate communication via the Internet and a growing list of compliance regulations relating to secure storage, access, and maintenance of data, businesses are concerned with ways to protect their infrastructure from unauthorized access.

Another growing concern is the misuse of the corporate network by internal users accessing P2P and IM services, as well as phishing scams and viruses entering via email and attachments. While a number of solutions are on the market to secure network communications, it often takes more than

one device to provide the necessary protection.

CA released its eTrust SCM (Secure Content Manager) r8, a dedicated appliance to manage and monitor both incoming and outgoing data and provide antivirus,

SNAPSHOT

CA eTrust SCM r8

\$50 per node

Helps manage and protect corporate data from a variety of malicious activity and prevents internal users from accessing unwanted and potentially dangerous applications

www.Processor.com/CA10

antispam, Web/URL filtering, and content monitoring.

CA's eTrust SCM r8 introduces four new antispam engines that provide a multilayered approach, providing almost no false positives. One engine uses DNS blacklists to check for known spam sites; another uses heuristic filtering, which uses predefined criteria to determine if a message is spam. The Bayesian analysis engine uses a numerical estimate to generate a degree of belief to infer whether a message is likely to be spam. Bayesian continually observes subjective probabilities to improve the hit rate as more messages are processed. Finally, digital signatures and collaborative filtering is applied to achieve the highest possible antispam reliability.

Other features include the ability to scan over 200 different

attachment file types, including executables, multimedia, image, and documents, as well as customizable views reporting Internet activity, transmission of confidential data, and unauthorized use of corporate equipment. SCM r8 also has enhanced Active Directory support to facilitate policy enforcement and regulatory compliance as well as an easy-to-use browser interface that lets users search for and manage quarantined emails.

SCM r8 also protects against outbound threats by monitoring

Competition includes RA-Direct's PineApp Mail-SeCure (www.rad-direct.com), which provides corporate email security including antivirus and antirelay features and an advanced spam filter. Mail-SeCure doesn't supply the same layered approach as the eTrust product for spam filtering, nor does it do outbound data management, but Mail-SeCure does provide backscatter and DoS protection and mail-bombing resilience.

A future competitor is Norton 360, which is currently in beta

CA's eTrust SCM r8 introduces four new antispam engines that provide a multilayered approach, providing almost no false positives.

outgoing communications for key words as configured by the network administrator, specifically confidential data, intellectual property, or customer information. SCM r8 integrates with other eTrust products to provide true end-to-end network data protection.

(www.symantec.com). Planned key features include detection and removal of viruses, worms, Trojan horses, spyware, and adware. It will block hackers and other intruders and provide safeguards from online identity theft as well as providing control over all outgoing and incoming Internet traffic.

Safeguard Against Outside Access

Check Point Offers Endpoint Protection

by Julie Sartain

A MAJOR CONCERN of IT departments today is how to protect the enterprise network from outside access such as remote PCs and laptops, wireless systems such as PDAs and cellular devices, and non-employed individuals who need access, such as vendors and customers logging into the enterprise systems for products and services. How does the IT staff ensure that these remote connections are safe and not transferring viruses, hackers' codes, and other harmful data from their remote devices to the network?

Employee devices are easier to protect because they are armed with the enterprise's protection software in advance. There is no guarantee, however, that the outside vendors and customers have such safeguards in place, and these devices can pose a substantial risk to any enterprise network.

the endpoints they own. It's a twopart challenge: stopping a customer's or employee's home PC from compromising your network while not being too intrusive on the end user," says Rich Weiss, CISSP, director of endpoint product marketing at Check Point. "Integrity Clientless Security 4.0 mitigates this risk for customers

Spyware blocking, complete session confidentiality, and all-inclusive security policy enforcement protect enterprises against threats of unmanaged guest PCs.

"Enterprises today worry about threats from guest user PCs as much or more than threats from and enforces prelogin security policy compliance, blocks spyware, and enables end-to-end session confidentiality on-demand, all without preinstalled client security software. Our goal is to protect our customers' network without compromising the end-user experience, and ICS 4.0 does just that."

Check Point's Integrity Clientless Security 4.0 is the only ondemand software available today that provides a fully integrated and centrally managed solution. Spyware blocking, complete session confidentiality, and all-inclusive security policy enforcement protect enterprises against threats of unmanaged guest PCs. It also allows system administrators to "stream" a reduced set of Integrity Clientless Security components that protect specified applications and/or gateways, which minimizes the impact on end users while simultaneously maintaining enterprise security.

Other security vendors such as Authentium's Extensible Security Platform (www.authentium.com), Symantec's Network Access Control Enforcer appliance series (www.symantec.com), Juniper Networks' Secure Access SSL VPN and Intrusion Detection and Prevention appliances (www.juniper.net), and NETGEAR's ProSafe SSL VPN Concentrator 25 (www.netgear.com) all have

similar products. "But none of those offerings are as comprehensive, flexible, and efficient as Integrity Clientless Security 4.0," says Weiss. "Check Point's Integrity Clientless Security 4.0 is the most comprehensive, ondemand endpoint security solution for Web-based applications."

This product was designed for both the IT administrator and the end user. It enables IT administra-

SNAPSHOT

Check Point Integrity Clientless Security 4.0

Starts at \$20 per user

A comprehensive, on-demand endpoint security solution for Webbased applications

www.Processor.com/CheckPoint

tors to select and "push" only the necessary security features out to end users to enforce compliance, which reduces the impact on the end users' experience and time-to-security. In addition, it does not require downloading a software agent and lets enterprises safely extend their resources to unmanaged public PCs through secure Web browser sessions.

Continued from Page 19

devices. It combines mobile email, device management, enterprise-to-edge security, and enterprise application enablement. Always Available architecture allows access to email and data from devices with or without a connection to the corporate network. Information Anywhere Suite provides out-of-the-box push email to mobile workers and central management can support multiple devices, applications, data, and communications. It can protect against unauthorized access by wiping data, disabling access to lost or stolen devices, and encrypting data transmissions.

Network & Systems Management

- With its 2X ApplicationServer For Windows Terminal Services, 2X Software is targeting Linux users who want to run Windows applications on Linux OSes. According to 2X, the software is not simulation software. ApplicationServer tunnels the Windows application onto a remote desktop, such as a desktop running Linux. The software supports such Linux distributions as RedHat, Suse, and Ubuntu, among others. 2X offers a free five-application license. 2X's Web site offers further pricing information.
- Cendura and AlterPoint partnered to create the Cendura Cohesion AlterPoint Adapter, which uses Cedura Cohesion Adapter and AlterPoint Device Authority (customers must already have the Cohesion and DeviceAuthority software). This configuration management package offers change detection, rule enforcement, and discovery and visualization features.

DeviceAuthority populates CMDBs with configuration information and extracts managed network device configuration settings. It also discovers network devices. Cohesion discovers servers and software and can populate enterprise CMDBs with the information. It also can visualize and manage application configuration information.

Security

- Covelight Systems partnered with StrikeForce Technologies to create a Web application risk-based authentication package, which includes Covelight Percept (a fraud management system for Web applications) and StrikeForce ProtectID. Covelight is targeting the package at financial institutions and points out that the package meets FFIEC online banking protection guidelines. The package provides a fraud investigation platform and offers network-based fraud management that doesn't rely on server logs. The package also lets banks choose mobile phones, PDAs, smartcards, and other authentication methods. The package monitors bank customer sessions and requires extra authentication.
- Elcomsoft announced a new version of the Elcomsoft Distributed Password Recovery software. The software not only helps users recover lost or forgotten passwords, but with it you can also install and uninstall agents to remote computers, manipulate the work time and work priority of agents, and use distributed processing to restore passwords of different documents. The software, which can be administered locally or remotely, supports numerous applications and document formats

including most versions of Microsoft Word, Excel, and PowerPoint. The release now offers support for both 40-bit and 128bit encryption Adobe Acrobat PDF.

■ The PC Data Protection Suite from Iron **Mountain** comprises two enterprise-caliber endpoint security apps. The first, Data-Defense, is a data encryptor that watches out for security threats. The second, Connected Backup/PC, provides for fast backups and data recovery. PC Data Protection Suite is available by license

or subscription.

■ Lockdown Networks announced that its iNAC (intelligent NAC) architecture will be used for collaboration and integration with numerous security, endpoint, and network infrastructure technologies to beef up security while still keeping end-user experiences simple. For instance, Enterasys Networks has used iNAC to integrate the Lockdown Enforcer, an all-in-one NAC used to automate security policy enforcement, with the Enterasys Dragon, an intrusion protection product that gathers endpoint configuration statuses to improve intrusion detection.

■ SPI Dynamics released WebInspect 6.0, a Web application security assessment product designed to find Web security vulnerabilities with speed and accuracy through newly developed Intelligent Engine technology. SPI claims that Web-Inspect finds weaknesses much faster than other means, without false positives.

■ StrikeForce Technologies announced the availability of ProtectID Release 2.2.3. The StrikeForce ProtectID Platform provides a set of multifactor authentication methods. New features in ProtectID 2.2.3 include Windows Domain Authentication, One-Time-Passcode, and an Internet Security and Acceleration Web Filter.

SERVICES

Application & **Web Development**

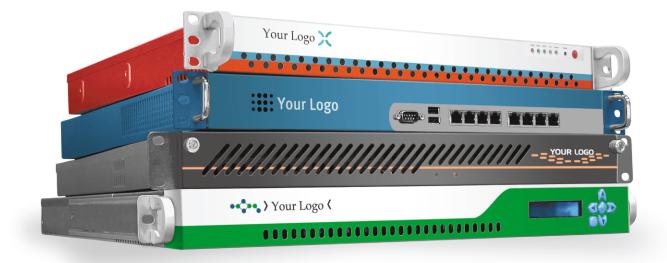
■ Intel and VMware launched the Intel-VMware Virtualize ASAP, a global program to accelerate IT customer deployment of applications in virtual environments using VMware Infrastructure on Intel Xeon processor-based platforms. Virtualize ASAP provides multiple resources for engaged software vendors including a dedicated product testing facility and resources. The program will deliver the hardware, software, and technical expertise to help software vendors establish reference configurations, application-sizing guides for their software using VMware Infrastructure and Intel Xeon processor-based server platforms, and more.

Repair

■ Cantata has offered its Express Exchange Service for its Brooktrout TR1034 intelligent fax platform, but the service was recently extended to the company's Brooktrout TR1000 for Microsoft Speech Server. The program allows participants to receive replacement parts for the TR1034 or TR1000 in 24 hours or less, allowing for greater uptime. Both devices ship with Cantata's standard 5-year warranty. Express Exchange Service plans are available in one-, two-, or three-year plans on existing installed boards and new boards.

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Backup encryption and data encryption are undoubtedly required to comply with Sarbanes-Oxley, HIPAA, and other government-imposed security regulations. Most companies haven't taken backup encryption into consideration and have only secured



their data on their systems from theft or misuse via access controls, firewalls, and specialty software. Few have taken into account the repercussions of a lost or stolen tape backup. Once your data is written to tape, it's completely unprotected. There are no access controls, passwords, or audit trails tied to this data. So without a tape backup encryption solution, all security efforts made thus far are useless. This is why a tape backup encryption solution is necessary.

Your tape backup data is your most critical asset and its potential value for abuse by people outside of your organization is enormous. It's easy to take your unencrypted backup from your backup tapes and read it on any drive, unless tape backup encryption was used. Tape backup encryption is your primary defense for safeguarding tape backups. If you are worried about data protection, disaster recovery, and compliance, you need Paranoia2.

Paranoia2 is the simplest, most cost-effective and easy-to-deploy tape encryption (backup encryption) solution available. The Paranoia2 backup tape encryption solution is available as an external encryption device or as a complete private key secure backup encryption subsystem. Paranoia2 uses strong encryption protocol, dual DES3, to protect your data (or 11 other different levels). Encrypted tapes can only be read by another Paranoia unit with the correct user and hardware private key. Paranoia2 is an external on-the-fly tape backup encryption appliance, sitting between the data path and tape storage device. It's transparent to the operating system and the built-in precompression ensures encryption without performance degradation and will in many cases increase your transfer speed and shorten your backup window (up to 68MBps sustained encryption rate). It's an inline tape backup encryption hardware unit that requires no system or software changes and can be used on both standalone and library tape drives.

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Intel Core Duo mobile technology provides greater overall system performance by running multiple tasks simultaneously. TPM ensures greater protection and security, while the integrated Bluetooth technology enables wireless connectivity with a multitude of peripherals.

The TransPort T1300 offers many other enhancements as well. The system features a 14.1-inch wide-screen XGA display with 1280 x 800 resolution providing a sharp, clear picture. Additionally, the notebook incorporates Gigabit Ethernet, which facilitates faster network connection speeds. The 4-in-1 media card reader allows for quick and easy transfer of various media such as memory sticks, secure digital cards, or multimedia cards.

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- 667MHz DDR2 SDRAM
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- Integrated Bluetooth Communications
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- 14.1-inch WXGA Display (1280 x 800)
- Trusted Platform Module (TPM) v 1.2
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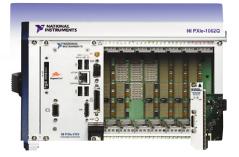
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For users who are interested in purchasing a new MFP but also have extensive finishing requirements, Lexmark offers the new **Lexmark X646ef** laser printer bundle, which includes the new 4600 scanner, a T644dtn laser printer, and finishing capabilities such as stapling and sorting at an estimated street price of \$4,449.

The Lexmark X646ef is the first MFP in its class to feature a standard scan preview function to allow users to view a scanned document before it is processed. It is also the first MFP in its class to feature a USB port to allow users to scan to or print PDFs and images from a USB flash storage device directly from the operating panel. The Lexmark X646ef is the only MFP in its class with a color touchscreen interface and offers the fastest print speed in its class at up to 50ppm.



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The MailFoundry 1150 antispam appliance blocks 100% of known spam and viruses with the lowest false-positive rate in the industry of less than 1 in 1,000,000. MailFoundry has a team of human editors who create Spam Profiles around the clock, designed to block specific spam without creating false positives. These updates are automatically distributed to MailFoundry appliances worldwide every five minutes and immediately applied to defeat spam outbreaks as they happen.

MailFoundry has developed its own filtering engine, known as MessagelQ, which runs on a PC-like platform with a hardened Linux OS. And while the entry-level 1150 is not designed for rack-mounting, it is compact enough to be unobtrusive. The MessagelQ engine is a multilayer filter, incorporating traditional techniques such as blocked senders, real-time blackhole lists, and reverse DNS lookup and adds what MailFoundry terms spam profiles—custom-built, targeted message identifiers. These human-crafted profiles are similar to virus signa-

tures in that they don't rely on brute force checksums, hashes, or lexical analysis but are based on repeatable message attributes used by particular spammers.

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The MailFoundry 1150 is available for \$799 with a yearly subscription cost of \$99 for up to 150 users and can be ordered online at **www.Processor.com/Mail** or by calling **1-888-302-6245**.



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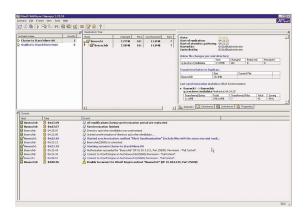
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OPINIONS

DATA • DEVELOPMENTS

My Visual Studio Orcas Wish List

In my last column (June 23), I said that I had created a list of suggestions for Visual Basic.NEXT. I want to let you see this list to see if I'm living on another planet or voicing what you think developers need in the next version of Visual Studio.

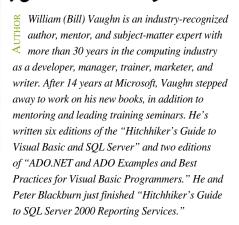
The next release of Visual Basic .NET (that Microsoft has dubbed "Orcas") is due out sometime in late 2007. Many folks tell me that they're getting more and more push-back on this runaway train given all of the changes that keep rolling out of Microsoft. The suggestions shown here are those that would help developers work with existing architectures—making them more productive by leveraging their existing skill sets and training.

OK, on to the suggestions. I boiled these down quite a bit; the entire list is on my new blog site (betav.com/blog/billva). Sure, these are mostly datacentric—but so are 80% of the applications.

• Better support for existing architectures, programming methodologies, and applications. This means that more emphasis needs to be placed on fixing "won't fix" or "bydesign" bugs than on inventing new technology.

- Incorporate mechanisms to manage basic business rules. Far too many lines of code in every tier are devoted to manually handling the simplest of business rules. The Visual Studio strongly typed TableAdapter classes need standard hooks to let developers build automated business rule classes.
- Make the Visual Studio UI more developer-friendly. Give us code zoom, string literal spell-check, translucent intellisense, and a debug window that clears on each run. Perhaps if the Visual Studio development team were forced to use Visual Studio to develop their code . . .
- Fix help. As it is there are far too many topics that have no meaningful or simply wrong content. Make F1 work. When I select an operand in code and press F1, developers expect to see a relevant help topic and not be taken to Cleveland. Make the help search engine as good as Google. Purge the help topics on MSDN to eliminate whitepapers written about the beta versions or at least bring them up-to-date.
- Implement drag-and-drop code conversion. Since most of the good examples we find with Google are in C# (or Visual Basic .NET), get the IDE to automatically convert pasted code.

WILLIAM (BILL) VAUGHN



- Help developers implement safe applications. One approach is to implement developer security personas. This means a built-in "run-as" mechanism to impersonate a specific user who's been granted a limited set of rights. Add database object rights management to the Server Explorer.
- Incorporate the existing TSQL code generator as a right-click "insert SQL" into the language code editor. This way we can insert prototype SQL into our source without having to pound in the correct SQL. Add intellisense for TSQL and PLSQL. Implement a refactoring tool that takes a block of SQL and creates a stored procedure.
- Fix the Server explorer to better organize the database objects it manages. At least add the filtering mechanisms used in SQL Server Management Studio.
- Add more, better, intuitive support for stored procedures throughout the UI. Permit management of all of their results including multiple resultsets, errors, warnings, return values, and output parameters. Automatically code-generate the Parameters collection based on an existing stored procedure. We had this in Visual Basic 6.0 and Visual Studio 2003.
- Permit "pass-through" queries in ADO.NET. As it is there is a class of perfectly legal TSQL

- statements that can't be executed with ADO.NET.
- Build a translation layer that automatically permits .NET to see and write to ADO classic Recordsets. This would help Visual Basic 6.0 applications transition to .NET via COM interop.

Innovations Looking For A Problem?

From what I've seen so far, I (and several others at the SDR) think too many of the new features Microsoft has proposed for Orcas will be used by a small percentage of application developers. In contrast, improvements to the current UI, documentation, and help topics can have an immediate positive impact on everyone's productivity. This is your chance to influence Orcas. If enough front-line developers like you tell Microsoft how its tools meet (or don't meet) industry needs, it will get the idea.

If you have comments, post them on my blog. The site asks you to validate your email address; I have to do that to prevent the spammers. Be sure to describe your development shop so we can better understand the issues you're facing. I'm trying to act as your voice up on the other hill overlooking Redmond. Let me know what you're wishing for.

Send your comments to bill@processor.com



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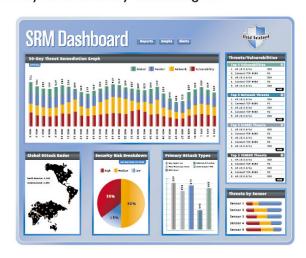
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OPINIONS

The IT Odometer

Do you ever question the merits or pitfalls of new vs. used (and refurbished) equipment? I believe I have the answer. An answer that not only answers a question, but an answer that could be worth boatloads of bucks to new and used equipment dealers, new and used equipment buyers, and, of course, the entrepreneur who brings this product to market: I want my IT equipment to have an odometer!

Mission Impossible

Ask a dozen people their opinion on buying new or used electronics, and you'll get a dozen different answers ranging from always to never. Personally, I prefer new equipment, and empirical evidence suggests I am in the majority with that opinion. The performance and known history of new equipment typically outweigh the initial cost savings of used equipment in our environment. But there are times where used equipment makes sense. If price is a premium consideration, if performance is not paramount, if you are maintaining

legacy equipment, or if you are filling gaps in nonessential areas, for example, used equipment is perfectly appropriate. And for these reasons, the used market still exists. There is no denying that the used market is smaller today than it was when mainframes and PBXes were commonplace, but unless someone engineers a self-destructing chip, a la "Mission Impossible" tape recordings, there will always be a handful of dealers who are able to make a living buying and selling used equipment.

The bigger question is whether or not the existence of a used marketplace for IT equipment hinders or helps the new equipment marketplace. Actions speaking louder than words, manufacturers clearly view used equipment as a threat. Manufacturers would much rather you purchase equipment from them than a used dealer because they realize a greater portion of the profit. To attempt to remedy that, manufacturers will go to great lengths to make used equipment less attractive and/or ensure themselves some piece of the action by

tactics such as voiding warranties, charging abusive relicensing fees, or endorsing expensive reconditioning processes. It's an interesting dichotomy for the manufacturers; building quality equipment gains customer satisfaction, but build it too well, and you diminish the need to purchase more equipment in the future.

I believe the notion that used equipment hurts the new market is foolish. There are some people who will always buy used, and you are simply not going to change that. I think an active used market can potentially even aid the new market, as I am more apt to purchase new equipment more frequently if I feel I can recoup some of the cost from my older gear.

Who Wants To Be A Millionaire?

The trouble is all of the arguments, good or bad, are mostly speculation. There is little indication of what kind of history a piece of equipment has had, other than a manufacturing date. My "million dollar idea" to solve that dilemma is to invent an IT "odometer," a simple chip that could track the number of hours the machine has been powered on and the number of times it has been powered on or rebooted. It should have a simple display that can be seen externally, use some type of encryption to ensure integrity of the data the chip contains, and be addressable by standard management applications.

Would you buy a used car only knowing the date the car was manufactured? Of course not. You want to know the mileage because it gives you a better sense of the car's history. If you were consider-

built-in odometer would provide new buyers an immediate reminder of when a machine is due for replacement independent of any paper records showing the date of purchase. New manufacturers

MICHAEL DEMPSEY

Michael Dempsey is the information technology manager of Sandhills Publishing and technical editor of Processor magazine. He has more than a decade of experience in voice and data communications and holds current CCNP and CCDP certifications. Dempsey is an expert in network security, virtual private networks, and IT infrastructure.



ing a purchase of used IT equipment, a simple hour gauge would give you a similar sense of the machine's history and just how much additional life you might expect it to have. Likewise, the used dealers would be able to leverage that data to maximize their own profits, selling low-mileage equipment for a premium and avoid paying too much to acquire high-mileage equipment for resale.

Even for new buyers and sellers, when we purchase a new piece of equipment, we set its retirement date based on our life cycle expectation. For example, we try to replace servers every three years because our history has shown that the potential for downtime increases significantly past that point. A could leverage this usage data for their own benefit because when equipment exceeds the number of hours the standard user is comfortable running it, its value will be minimal. It gives manufacturers a better sense of how long they will compete with their own used equipment and a mark of reliability they can use in marketing new equipment.

Regardless of which group your purchases fall into, if you take my idea and market a new odometer chip that makes you a millionaire, you owe me dinner. And maybe pay off my mortgage for dessert or somethin', would ya?

> Send your comments to mike@processor.com

I believe the notion that used equipment hurts the new market is foolish.



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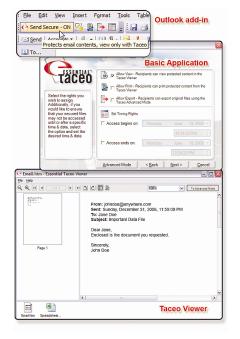
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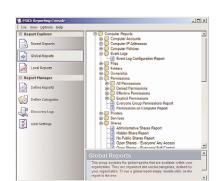
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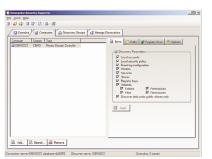
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The Cure For Information Anxiety?

IT Is About More—Far More— Than Networks

by David Garrett . . .

TAKE A MOMENT to count the ways that information enters your life. There's CNN, not to mention Fox, ABC, NBC, CBS, PBS, NPR, MSNBC, and CNBC, and a Web site for each. There are also the local papers and news stations, as well as their Web sites.

Add podcasts, feeds, blogs, and portals to the mix. Don't forget the email that floods your inbox, as well as the voicemail, snail mail, intranet, extranet, and the good old grapevine. There's also the business intelligence system and the CRM and ERP apps, with terabytes of information.

All in all it's nothing short of information overload, which in

turn breeds stress and even distress in the average knowledge worker's life. It's a notion that lies at the core of Richard Saul Wurman's classic "Information Anxiety 2," a book as valid now, in its second edition, as it was in the early '90s when it was first published.

Wurman is superbly qualified to carp and theorize and at times write beautifully (and simply) about the info-tsunami that hits us each time we open a Web browser. He is an architect by training and an information architect by choice (in fact, Wurman coined the term "information architect" in the '70s, only to wait 20 years for it to become a buzzword of the Internet boom).

INFORMATIONANXIETY2

A decade after the publication of what has become a cult guidebook to understanding, Richard Saul Wurman, in this expanded & updated volume, gives clarity to confusion with new maps for navigating through a stream of bytes which leave us inundated

Information Anxiety 2

Author: Richard Saul Wurman Publisher: Que **Price:** \$29.99 Format: Paperback, 308 pages

Brain Candy That's Mind Food

Wurman is also a writer who wrote, designed, and published the Access travel guides, the first to organize information by neigh-

borhood and not business category (such as hotels and restaurants). And though his passion is not in the design of networks, his book offers a wealth of advice for IT managers, network admins, Web designers, and anyone who builds information tools.

First up? He counsels us to know what it's like not to knowthat is, to know what it's like to be a confused end user and not an IT expert who may take for granted the features, functions, and techniques that a sales guru, CFO, or receptionist would never think of. Knowing their confusion, he claims, can improve your clarity. Not knowing it, and designing poor systems because of it, obscures the very information those systems are meant to convey.

Good Reading

Wurman not only says useful things, he says them with flair. He argues, for instance, that we pack new products with new features to make them bigger and better when all that's truly needed is a sleeker, more functional tool. Or as he puts it, "We have a spackling-compound mindset that is geared towards products and product improvement. What we are missing is a language of solutions, a language that recognizes the concept of performance over product."

Pithy concepts abound in this book. Wurman explains the value of thesis and antithesis in

designing simpler systems, he argues that proven facts can cloud an argument as quickly as cheap opinions, and he examines, always deeply, the effect that today's information systems have on overwhelmed users. We are like a person consigned "to use a thimble to drink from a fire hydrant," he writes.

Is this a book for the average IT expert? Not if you're merely concerned with TCP/IP stacks and network scanners. But if you care as much about clarity as you do computers, this book is just the cork in the dam.

Key Concepts

Our IT systems—indeed, our whole communications network, including the Internet—give users too much data and too little information. It floods them with bytes (and megabytes, and gigabytes) that take far too much time to sort and vet.

The best way to fix this is to design information well and to understand how humans convert information into knowledge and knowledge to

Our networks, intranets, extranets, Web sites, portals, and enterprise software should be designed for performance, not features. Simpler is nearly always better. And many of the bells and whistles we think we need merely hold us back.

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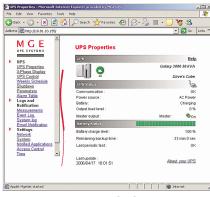
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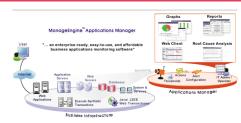
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RoHS Deadline Arrives

What Does The EU RoHS Legislation **Mean For Your Data Center?**

by Tony Bradley

AFTER MUCH HOOPLA and fanfare, the EU RoHS (Restriction of Hazardous Substances) legislation has gone into effect. Unless you have been hiding under a rock or just arrived on planet earth, you should be well-versed in this EU law aimed at protecting the environment from hazardous substances typically found in electronic equipment.

As of July 1, six substances are no longer allowed to be used in products sold in the EU. The six substances are lead, cadmium, mercury, hexavalent chromium, PBB (polybrominated biphenyls), and PBDE (polybrominated diphenyl ethers). This impacts data centers because they use computer technology that relies heavily on leadbased solder and other components to create chips and motherboards.

There are some exceptions to the EU legislation. Certain industries, such as aerospace, military, medical, and portions of the telecommunications industry, are exempt from complying with RoHS. Even in industries that fall under the RoHS mandates, there are exceptions in some instances.

Complying With RoHS

The prosecution and penalties associated with noncompliance are

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being enforced at the local level, so an RoHS violation in Germany may be different from an RoHS violation in the United Kingdom.

Even though the legislation is in force, there are still ambiguity and many looming questions about how to comply or demonstrate compliance. According to Holly Evans of Strategic Counsel, companies need to perform a "good legal assessment of product scope determination—are you in or out? If out, get documents to shield [the company] from ambiguity. If in, start building due diligence defense both internally and externally with supply chain." This due diligence defense should include certificates of compliance from suppliers, partners, or other entities that contribute to products manufactured or distributed in the EU.

The Impact Of RoHS

Even companies that do not manufacture or distribute electronic equipment in the EU may find that the RoHS legislation impacts them. For example, if one of your component suppliers is in the EU or if you purchase electronic equipment manufactured in the EU, the RoHS mandates will have a peripheral impact on you.

One thing to note is that repair parts for equipment that already existed prior to the RoHS legislation taking effect are exempt. If you have legacy equipment with lead solder components, you should still be able to get lead solder components to replace them with. But if an entire system or device needs to be replaced, you may find that you can only replace it with RoHScompliant components.

RoHS Spreading Around The World

It may be entirely possible that your company neither manufactures or distributes products in the EU nor purchases products that have been manufactured in the EU. However, that doesn't get you out of the woods.

Japan and California both have existing environmental legislation that they are in the process of expanding to more closely emulate RoHS. And China and South Korea are both scheduled to implement RoHSlike legislation next year. The China RoHS law is said to be very similar to the EU law,

except that China has fewer exemptions and loopholes.

Even if the EU RoHS does not affect you, it is almost a certainty that at least one of the pending laws and regulations will affect your company within the next year. It would be wise for all companies to familiarize themselves with RoHS and similar legislation and be aware of how it impacts them and whether they are required to be in compliance.

Strategic Counsel's Evans warns that the price for noncompliance with RoHS, or other environmental legislation around the world, could be "lost customers-both business and consumer, bad public relations, lost supply chain reputation, and, of course, criminal and civil liability." 🏻

The Impact Of RoHS "Across The Pond"

The RoHS legislation only covers countries in the European Union. So why should companies in the United States care? The fact is, the regulations only apply to Europe, but countries throughout the world that sell or distribute products in Europe, or even supply components to companies that sell or distribute products in Europe, need to be aware of and compliant with RoHS.

Another reason for companies in the United States to pay attention to RoHS is that environmental legislation modeled after RoHS is pending in countries throughout the world. The state of California already has environmental restrictions with SB20/SB50, but it is looking to expand the scope and impact of its laws, and the United States is considering environmental restrictions on electronic components at a federal level.

Other countries such as Japan, South Korea, Australia, and China also have legislation in place or pending. With concern for the environment going global, companies will be impacted by legislation such as RoHS if they manufacture and distribute electronic equipment or even as consumers who use electronic equipment.

It would be wise for all companies to familiarize themselves with **RoHS** and similar legislation.

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Automate Business Processes

Job Scheduling Solutions Grow Up

by Robyn Weisman

THE CONCEPT OF JOB scheduling has been around ever since the start of computing. "You do certain tasks at certain times—scheduling a backup every Tuesday at 8 a.m.," says Gartner Research Vice President Milind Govekar. But job scheduling tools have evolved in the last several years from simple data and time task tools that work only within certain platforms, such as a Windows Scheduler, to applications that predict mission-critical business processes.

"Significant changes in the IT process automation market over the last few years have included a shift away from calendar-based schedules towards event-driven processing," says AppWorx Chief Operating Officer Dan McCall. "The need to manage packaged application workloads [from such vendors as Oracle, SAP, and PeopleSoft], as well as operating system tasks and housekeeping requests, has transformed leading job schedulers into enterprisewide IT process automation platforms."

It isn't forbidden to schedule self-contained tasks any more than it is to batch files by hand. However, it is generally an inefficient and counterintuitive way to manage network and IT resources, especially given that networks more often than not tend to be heterogeneous in nature and have more and more enterprise applications of various acronymic types (ERP, CRM, PLM, BPM, etc.) with which to negotiate.

As a result, job scheduling appli - cations have become increasingly

event-driven, as they work in concert with business processes. According to McCall, these developments are catalyzing organizations to become more efficient in the ways they process data. "For example, executing a job by event—say, when a file arrives via FTP from an external system—is a great deal more effective than relying on a time-based schedule that executes a job based on when the information should have been received," he explains.

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Defining An Event

An event will set off a series of processes that a job scheduling application will oversee, and an event, at least in this space, can be just about anything one can imagine. "Placing a bet on eBay is an event. A pharmaceutical company that sends meds to one of its distributors is an event," says Govekar.

Because these events trigger a series of tasks, job scheduling tools have evolved to work with dependencies. Govekar explains that job scheduling software should enable users to create a sort of "job tree" that delineates the order in which various tasks are executed and what duties take the higher priority, thereby enabling IT managers to divert critical resources in the right way. Moreover, good job scheduling solutions should be able to manage these dependencies across

multiple platforms and applications and determine whether a network's resources will allow the job to take place or whether it must be aborted.

In other words, good job scheduling software should be able to tell a network's Windows server not to archive a series of Microsoft Exchange files from 2003 before the server has separated out all the files that pertain to the company's HIPAA policy and placed them in another labeled file. It should be able to communicate that both processes must be completed by the close of the company's 2006 fiscal year. And if one of these HIPAA emails is corrupted, the IT administrator should be immediately notified of the glitch.

The Single View

Providing users with a single view of all the applications on a network is another requirement for job scheduling applications, says Govekar. "You want competency in integration, and you really don't want multiple schedule points," he says.

For his part, Scott Mockler, the director of sales at Vinzant Software, says that by having this single point of control, Vinzant's job scheduling product, Global ECS, allows users to manage by exception. "You don't have to babysit [your processes] all the time. If you receive no notice, then everything is OK, whether

you're talking about one job or 100,000 jobs," he says.

In addition, having this single starting point can cut down on workloads immensely, explains Bill Csorba, director of product management at ASG. Zena, ASG's job scheduling software, has the capability to define a business process once so that it may be referenced by other processes for future tasks, cutting down workload redundancies. This capability is especially welcome when so many jobs within an enterprise might differ by just a task or two.

Avoid The Sledgehammer

Companies such as IBM and CA offer job-scheduling software, but these companies are geared toward large enterprises. "Their TCO is too high. It's like using a sledgehammer to crack a nut," says Govekar.

According to Govekar, a clear leader has yet to emerge in the small to midsized enterprise space. Govekar estimates that between 60 and 70 vendors (consolidation has not occurred in this space), many of which have arrived at job scheduling from different avenues, are competing for this market.

Thus far, "software as a service," a la Salesforce.com and other CRM vendors, has not made headway in the job scheduling space at this point, although Govekar says he is starting to see this concept emerge.

Job Scheduling Applications

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ActiveBatch	Advanced Systems Concepts	Based on Microsoft foundation technologies; a user can use the same account as his Microsoft account to access product. Comes with job templates that make workflows easy to set up and customize. Unlimited client interfaces. Crossplatform compatible.	Base: one server, one agent, and unlimited client interface starts at \$4,200. Additional servers are \$700 each.	www.advsyscon.com
AppWorx	AppWorx	Dynamic workload management, automatic error monitoring, and recovery. Runs on any browser. Flexible reporting capabilities. Object-oriented architecture provides users with "create once, use many" approach. Robust administrative security. Integrates well with Web services and SOA applications. 100% Java UI.	Tier-based, depending on number of processors running the software. Enterprise and limited enterprise license agreements also available.	www.appworx.com
Global ECS	Vinzant Software	Provides single point of control. Manages by exception (in other words, it only contacts you when there is a problem). Cross server and cross-platform compatibility. Flexible notification capabilities.	Flexible pricing with alternative licensing versions. Small players can buy "job packs," contingent on how many jobs they need to run, or lease options. Users can get up and running for just a few thousand dollars.	www.globalecs.com
Zena	ASG	GUI "Process Whiteboard" lets users diagram their business processes without coding requirements. Monitors other technology for events that subsequently trigger workloads. Able to grab data for one process and encapsulate it for other processes, limiting redundancy. Cross-platform compatibility. Integrates well with application development and server environments and with business applications. Java-based solution.	A package that includes the Zena Server, five agents, and five clients runs between \$20,000 and \$25,000.	www.asg.com

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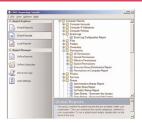
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Going Mobile

Tips For Enhancing Employee Mobility

by Douglas Schweitzer, Sc.D.

TO RETAIN A COMPETITIVE advantage, organizations are offering employees the benefit of telecommuting, a perk not only because it provides flexibility in the work environment, but according to Steve Crutchley, president and CTO at 4Front-Security, "For companies to help their employees in today's terms, it means moving away from the traditional desktop into a more mobile world—laptops, tablets, handhelds."

Companies have to retain the ability to link to their mobile users wherever they may be at any time, as well as over any network and to whichever device they're using. And all the while the information exchanged must remain uncompromised. Following are some tips for enhancing employee mobility.

Virtual Private Network

Across the board, the VPN is most often cited as crucial when the subject of mobile devices arises. According to Winn Schwartau, president of security awareness provider InterPact, the company must "establish a VPN channel to the 'home' office."

Dave Wreski, CEO of Guardian Digital, explains, "The use of secure VPN software, including Guardian Digital VPN Server Suite, provides endpoint encryption using the latest technologies between mobile equipment and remote data centers."

Train Employees

Effective telecommunicating requires properly trained employees and users.

Biggest Time Saver: Make Recharging Convenient

When your organization maintains numerous mobile devices, it's imperative that they're easily recharged at your users' convenience. Your data center is usually the most ideal location for recharging stations to keep powered-up devices readily at hand. There are many to choose from, such as the 20142 iPod/Cell Phone/PDA Centralized Charging Station at We Love Macs (www.welovemacs.com) and the Family Charger Station available at HelloDirect.com (www.hellodirect.com).

According to Schwartau, companies should "train staff on proper mobile risks and countermeasures" to ensure data remains secure. Ken M. Shaurette, CISSP, CISA, CISM at Jefferson Wells, adds, "I think too many organizations simply allow mobile computing for workers without considering any formal policy and standards that take into account the security requirements. The mobile worker is left wondering if they are or are not meeting the best practices for protecting company information. They simply get a laptop, and they are off to connect who knows where."

This illustrates the need to provide mobile workers the right level of security

access to corporate online resources, and training of staff for security best practices."

Encourage Mental Mobility

An often-ignored facet of getting the most out of mobile devices is the approach of their users. According to Simon Heron of Network Box, encouraging users' mental mobility cannot be left out. He notes that some employees get obsessed with being experts in one small area of technology, and he believes companies must try to encourage a more open-minded approach to technology. As an example, Heron says he even goes so

Companies have to retain the ability to link to their mobile users wherever they may be at any time, as well as over any network and to whichever device they're using.

awareness. They need to know what unique risks exist when using mobile computing, such as connecting to a wireless network without a personal firewall on their laptop or broadcasting their own wireless (without a firewall) and allowing direct connection to the data stored locally on their laptop. Says Shaurette, "This even translates into understanding the simple extra measures that should be taken physically to protect a device, such as never leaving it in plain view on a car seat or unsecured in a hotel room or conference facility."

For Wreski, the training issue is paramount. "Certainly the biggest issue we face is the security of the systems once they leave our internal network. Develop and implement a corporate data security policy that includes specific procedures for dealing with theft of mobile equipment, far as to deliberately put engineers in an area of discomfort to extend their horizons, frequently helping them view their area in a new light.

Security

Edgar Danielyan, author of "Solaris 8 Security" and "The Information Security Qualifications Handbook," says, "The biggest challenge from my viewpoint is the endpoint security. You can get VPNs and authentication right, but if the remote system is compromised or infected, the VPN doesn't matter much." Enforcing security at the laptop (by keeping up-todate on patches and updates) greatly discourages a host of security abuses. In addition, all remote access should use strong two-factor authentication for added security.

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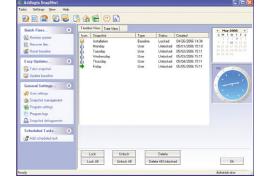
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ate "snapshots" (maps of the hard disk sectors and the maps' indexing system) of the computer system and data at different times. Users can then select a specific snapshot to recover files or restore the entire system to. Theoretically, Addlogix SnapShot only takes 0.07% total hard disk space to create all the snapshots. However, each snapshot might contain different amount of user data; therefore each snapshot size might differ.

Selective Data Recovery: Addlogix SnapShot offers a unique feature that allows users to preserve or transfer files and data in the current snapshot to another snapshot during a restore process, and therefore not lose any data during the process. For example, users can create a snapshot of the current system before restoring to a selected snapshot. Or users can restore the system with the Advanced Data Synchronization option, which allows users to manually select the files they want to be transferred to the restored snapshot.

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WHAT'S HAPPENING

Driving The Enterprise Service Bus

Cape Clear Says It's In The ESB Driver's Seat

by Chris A. MacKinnon

Most of Us have heard of ESB (Enterprise Service Bus) technology, which exploded onto the IT scene in 2002. Since then, however, ESB has been the subject of debate in the SOA (service-oriented architecture) and Web services community. But David Clarke, executive vice president of products for Cape Clear Software (www.cape clear.com), says his company has harnessed the real focus of ESB technology, and it doesn't have to be a debate.

What's Happening Now

Since its birth, ESB technology has always had some flexibility in that no ESB system was the same. Anyone can build an ESB because there's no fixed way to build one. But Clarke says the components with which the platform is built are important. He says, "The most compelling ESB/SOA platform will be an open (likely, over time, open-source) one, with innovation around it by multiple ISVs. Cape Clear doesn't predict the behemoths, who own all their own stuff, winning out in the end."

Clarke says in a consolidating market, Cape Clear's main competitors are IBM, Oracle, and BEA. He says Sun and See-Beyond also show up in this space from time to time. In the last two quarters, this group has gone from 30% of Cape Clear's competitive pipeline to over 60%—further evidence, Clarke says, of market consolidation. But Clarke says all these competitors

are on a slightly different track than Cape Clear, in that they're not trying to deliver simple, non-Java-centric ESB solutions. "They are trying to draw people into broader, proprietary stacks, all of which they own. This is a broken strategy, as all the industry trends point in the opposite direction."

Clarke points out that the distinction between Web SOA and enterprise SOA is very interesting. He says Cape Clear is seeing a number of use cases that emphasize very lightweight (often zero-footprint) client-side requirements, where scripting is an important element of a solution. He says, SOA.' In practice, the result is a lot of bamboozled customers as the big players attempt to define the ESB and SOA platform in such a way that only they can ever hope to implement it all—and only then by delivering expensive consulting services to support their proprietary technology."

Cape Clear's Perspective

Clarke says Cape Clear never predicted an independent future for the ESB management vendors, and many of them, he says, have duly gone away through acquisition. Cape Clear also experienced a reduction in competition from "pure play" companies formerly

works with a number of partners in areas such as database integration, Systar, and repositories. Clarke explains, "This ability to mix and match, with proven interoperability, is one of the major benefits of a Web services-standards-based approach to the ESB. But it's one that the major stack vendors don't embrace: They want customers to buy to single-source everything from them, even though many parts of their total solutions are frequently suboptimal or even nonfunctional—not the best solutions for the customers' needs."

Much of Cape Clear's selling is done via quick proofs of concept during which Cape Clear shows a customer a working prototype of its target system in just a day or two. Clarke says this is usually enough to win the technology battle against the bigger players because it generally takes them a week to even install their software. He adds, "It takes even longer to schedule the multiple consultants they need to bring onsite for the implementation, making our solution much quicker and easier to deploy."

Choose Wisely

Clarke says there are also cases where, despite Cape Clear's convincing and irrefutable technical win, prospects still inexplicably choose to pay 10 times more to a large platform player for political or sentimental reasons. "We are becoming proficient at detecting this inclination early in a sales cycle. It's the job of our marketing team to get through to this class of purchaser that we believe they're wasting their money."

There are some additional standards coming down the tracks that will have some relevance over time in the ESB arena. Clarke says these include SCA (service component architecture), JBI (Java business integration), and Java API for XML Web Services (JAX-WS 2.0). He adds, "These standards are initially only relevant to independent software vendors. Plus, they will take a long time (at least 24 months in some cases, in our view) to mature. At this time the real issue is to solve customer problems today using the tools and standards at hand."

Clarke says Cape Clear's ESB is markedly superior, technically and economically, to any alternative, and its approach to delivering the product is distinctive enough that it is robust against competition going forward. He says, "Our competitive win rate indicates that we're doing something right."



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"This class of use cases will grow in importance alongside the more traditional enterprise SOA problem set and represents the next big growth opportunity—and one which is almost by definition not accessible to the monoliths."

According to Clarke, the current state of the ESB industry that Cape Clear competes in is experiencing increasing play by the big guys (Oracle, BEA, IBM) in an effort to lock up the market because they view it as a threat to their current J2EE-centric franchises. Clarke says, "Clearly, they are attempting to present this lockup as customer-friendly: 'We'll help you build an

encountered. He says, "In summary, the ESB space is essentially boiling down to a choice between the same old platform vendors vs. the rest of the open world."

In his opinion, Clarke says Cape Clear has the only credible open alternative ESB stack against the major platform vendors. "Our technology team works extremely closely with a number of open-source providers, particularly Red Hat/JBOSS, to offer an ESB which is open, economically attractive, and more diverse than solutions offered by its competitors."

Through a partnership with JBOSS (a division of Red Hat), Cape Clear offers a combination of robust, application-server level infrastructure for clustering and messaging. Clarke says many of Cape Clear's joint customers and prospects see this as a compelling combination.

Also, because Cape Clear's solution is open and because the company recognizes ESB as its core competency, Cape Clear

technology has always had some flexibility in that no ESB system was the same.

Since its birth, Enterprise Service Bus

TWO TERMS

SSD (solid state disk)

What it is: SSDs take the concept that has made USB flash drives so successful to the next level. Now, SSD manufacturers are developing entire storage systems that use memory (SDRAM or flash) to store data instead of the spinning disks used in traditional storage devices. Devices come in rackmount, 1.8-, 2.5-, and 3.5-inch configurations.

Why you should care: A hard disk is a mechanical device, so performance limits are ultimately going to be defined by manufacturers' ability to continue engineering hard disks that reduce seek time. SSDs take a mechanical device and transfer its function—data storage—into a purely electronic device, so they deliver significant enhancements in seek time. Bottom line: a much faster storage device.

Related products and manufacturers: Manufacturers and products include BiTMICRO Networks (EDisk series of flash disks), Memtech (Z2S Zeus 2.5-inch SATA Solid State Flash Drive, AT3550 Wolverine 3.5-inch IDE Solid State Flash Drive), and Imperial Technology (MegaRam series of SAN switches/routers).

SSP (storage service provider)

What it is: As the name implies, SSPs are companies that provide data storage services. In this scenario, your business simply hammers out a contract with an SSP to provide data storage, backup, and archival services. SSPs are yet another form of managed services providers.

Why you should care: The selling point behind SSPs is simple: Why contend with all the maintenance and management headaches of an in-house data storage infrastructure when you can offload all your worries to a service provider whose only job is taking care of your precious data? Sounds great, but it's important to understand that the data is still *your* business responsibility. Managing the work of a services provider, no matter what it does, can introduce a whole new set of issues. But for businesses that don't have the in-house expertise to manage and maintain complex storage infrastructures, an SSP might be the way to go.

Related products and manufacturers: Manufacturers and products include EMC (Managed Services), IBM (Storage Services, TotalStorage Solution Centers), Sun (Management Services—storage is a subset of these), Iron Mountain (Iron Mountain Digital), and Verizon (Verizon Business).

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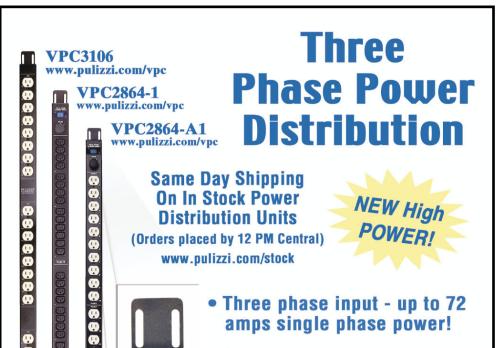
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- Up to Sixteen (16) Individual Outlets
- Power-Up Sequencing
- □ RS232 Modem/Console Port
- (I) Accepts Standard C-19 to L5/6-20P Power Cords



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Manufacturer Presentation -

Physical - HVAC Advertisement

Ceiling-Mounted Spot-Cooling Solution

The CM12, a new ceiling-mounted packaged air conditioner; adding a space-saving, quick, and easy spot-cooling solution to MovinCool's award-winning lineup of portable workplace air conditioning products. Often the main roadblock to the efficient cooling of cramped server telecom and equipment rooms is the lack of floor space to accommodate a roll-in portable spot cooler. MovinCool has solved this problem with the CM12, a lightweight. space-saving, easy-to-install ceilingmounted unit.

The CM12 delivers 10,500 Btu/H of cooling in a compact, self-contained unit that mounts easily with standard, off-the-shelf hardware above a standard drop ceiling and requires no special electrical connections, saving time and money.

"Saving space, time, and expense for spot cooling has become essential for many businesses with critical equipment operating in confined spaces with no ventilation or air conditioning," according to John Doran, manager of the MovinCool Department. "MovinCool pioneered the concept of workspace spot cooling with its portable units," Doran adds, "and now, with the CM12, offers an out-of-the-way ceiling-mount solution that will certainly save our customers time and money, as well as space."

The new CM12 comes with a variety of built-in capabilities and safety features:

- · Built-in mounting brackets designed for off-the-shelf mounting hardware
- · Conveniently controlled by most off-theshelf thermostats
- Connects to the building control system Works with fire alarm controls for safety





The CM12 has a wide operating range of 60° to 95°F on the evaporator and 60° to 113°F on the condenser. Built-in 10" supply and return air flanges with 2.7" flange depth enable easy duct installation, improved air circulation, and more efficient cooling.

Warning signals and audible alarms for condensation overflow and unscheduled shutdown are built-in and can be wired to a central location. Standard internal pump is included.

In addition to the CM12, MovinCool offers the Office Pro lineup, a seamless series of portable spot-cooling solutions that will fit any requirement. MovinCool portable spot-cooling solutions offer more units, more power, more protection, more affordability, and higher cooling capacities than most comparable portable air conditioners up to 60,000 BTU/h.

Companies looking for additional information and advice on portable spot cooling and the MovinCool lineup of air conditioning units can visit the MovinCool Web site at www.Processor.com/MovinCool or contact the company by phone.

> Phone: (800) 264-9573 Fax: (310) 835-8724

Environmental Monitoring

www.Processor.com/Geist22



About the size of a candy bar, the tiny new RSMINI can support up to 16 remote sensors plus internal temperature sensor. This compact and powerful unit displays the same user interface, including graphs, as the rest of the RacSense line. The RSMINI is the ideal environmental monitoring device when space or budgets are tight.



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Power Distribution

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• Remote Reboot via IP · Secure HTML GUI, SNMP,

RS-232 access

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- True RMS Input Current Monitorina
- Power-up Sequencing
- Link to a second tower for group outlet control



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Manufacturer Presentation.

Physical - Power Management Advertisement

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- Over/Under current warnings · Intuitive user interface
- CYBER (U) SWITCHING® www.Processor.com/CyberSwitching

(888) 311-6277

With the growing power needs of data centers and the move to lights-out automation, close attention must be paid to the distribution of current from the branch circuit to the various equipment in the Rack. For example, we now have redundant power supplies, blade servers, pizza boxes, and terabyte storage networks all consuming a portion of the precious current available.

The individual current monitoring provided by the Dualcom™ Plus product, an intelligent PDU, allows Cyber Switching to provide supplemental circuit breaker protection on an individual outlet basis.

Protect your existing equipment by setting unused outlets to trip when a minimum current is drawn. Prevent someone from accidentally plugging in a device that would trip the branch circuit.

Simply set the current limit and time delay and CyberBreaker® protects against losing the whole rack. Only the outlet with the current that goes over the preset limit will trip, protecting your IT investment.

Are Cyber Breaker PDUs available?

Cyber Switching Inc. is the only manufacturer to offer a PDU product that monitors current on each outlet in the PDU. The Dualcom product line offered by Cyber Switching incorporates a current transformer in each outlet and constantly monitors the current in that outlet. It also can turn on and off each outlet separately. The current monitoring feature and the outlet switching capability have been available since the first Dualcoms were produced. Cyber Switching was able to make use of these by adding another feature in the Dualcom Plus that allows the user to set circuit breaker parameters. The Dualcom Plus uses these parameters to realize circuit breaker behavior on each outlet.

What is the cost of downtime? It will vary for different applications and only you can decide what it's worth to have tools that limit your exposure having down equipment.

The Dualcom Plus lets you have a circuit breaker in each individual outlet. The benefit is you can take steps to avoid costly downtime in your network infrastructure. By setting limits on the current from each outlet, catastrophic equipment rack failures are less likely to occur.

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\$695

Power Management

www.Processor.com/WTI



Remote Power Switch

- Dual Bus 20 Amp Inputs
- Web Browser Access
- RS-232 Console Port
- Power-up Sequencing
- 120VAC Models NEMA 5-15 Outlets
- 208/230 VAC Models IEC-C13 Outlets
- Accepts Standard C-19 to L5/6-20P Cords



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Power Protection

www.Processor.com/ServerTechnology4

July 7, 2006



- · Provide redundant power to single-power supply servers
- · Auto-switches to a secondary power source if the primary becomes unavailable
- Universal voltage: 120V or 208-240V
- · Primary select switch to designate the primary & second-
- · LED lights indicate which power source is in use



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PW9170+

- N+X redundancy for both power and logic eliminates system-level failure
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Installation



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Physical - Power Protection Advertisement

Pulsar MX 5000 RT UPS



Starts at \$3935

The new Pulsar MX 5000 RT UPS surpasses competing units with its 0.9 power factor delivering 4500 watts of power, built-in redundancy capabilities, hot-swappable batteries, and power modules, along with integrated output receptacles for true plugand-play functionality. With up to 18kW, this scalable solution provides the highest power density in the industry.

Designed to deliver the highest level of protection for 20 to 110 servers, the online double-conversion Pulsar MX UPS uses modular redundant architecture that can easily scale power and runtime as demand increases or when users require higher levels of availability. Using only 3U (5.25 inches high) for the combination of power and battery submodules, users can configure the new units as freestanding tower or rack-mounted systems.

With built-in network manageability, the Pulsar MX systems are ideal for protecting high-performance workstations and servers in operation-critical server and network rooms. The 5kVA compact unit features front access hot-swappable battery and power submodules, auto battery-test, multilingual LCD, and intuitive power management software. For extended backup time, users can add external battery modules to achieve up to two hours of runtime. To help preserve battery life, the Pulsar MX 5000 RT units accept wide input voltage and frequency ranges to avoid using the batteries unnecessarily. Standard internal bypass ensures added reliability by supplying utility power to connected equipment in the event of a UPS fault.

UPS SYSTEMS

Call MGE toll free at 800-523-0142

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_Manufacturer Presentation _

Physical - Power Protection Advertisement

VPC3106 Series Vertical Three-Phase Power Distribution

The VPC3106 series is designed for maximum power density, by providing 72 amps of output power at 120 volts single phase. The unit has 24 15-amp "three-prong" receptacles (NEMA 5-15R) or optionally 20 amp receptacles (NEMA 5-20R). This allows a continuous power draw of 3 amps per receptacle if all receptacles are used. All that power is packed into a very slim, tall package. The unit is 70 inches tall and only 2 inches deep (excluding the circuit breaker box). The vertical style mounting requires no rack space by allowing the unit to mount in the back or side of the cabinet (referred to as a 0U rackmount). The height of the unit allows it to evenly distribute power the length of the electronic cabinet. This places power outlets in line with the installed equipment, reduces cable clutter, and simplifies installation.

The key advantage of the VPC3106 series over traditional rackmount power distribution is in the power density. Traditional power distribution is single phase and low amperage, 15 amps. The VPC3106 has the power to replace six of these traditional power distribution units. This reduces electrical wiring costs by reducing the number of circuits that need to be run. (Fewer wire pulls, fewer electrical boxes, and fewer circuit breakers.) The cabinet installation is also simplified by replacing six cables with one larger cable. This power density is required for demanding applications such as blade servers, telecommunications, and broadcast equipment.

The VPC3106 series is made with rugged steel and has a black finish. The unit is 68 inches tall without the mounting brackets and 70 inches with the standard brackets installed. (Optional brackets allow mounting to virtually any rack or any location.) The input power connector is a three-phase 120/208 volt 30 amp, NEMA L21-30P, connector. The VPC3106 series comes standard with a 15-foot power cable. There are three circuit breakers, each protecting a section of eight outlets. The circuit breakers meet UL and NEC requirements for branch circuit



8888888 8888888 8888888

protection, ensuring safe and code-friendly installations. Each circuit breaker has an indicator light. To ensure secure connections, the VPC3106 is compatible with the cable restraint and management system KIT-CABLRES-23 (ordered separately).



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Britestream and OSST have partnered to deliver a highly scalable security appliance built on Microsoft Internet Security & Acceleration Server. The New OSST SecureGuard combines the strengths of Microsoft's ISA Server 2004 and Britestream's SSL Security NIC to deliver perimeter security, branch-office connectivity, Web caching, and maximum SSL performance in one solution.



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- Entry Desktop VIA CN700-based Network Security Appliance
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- Supports four 10/100BaseT LAN ports, optional LAN Bypass function
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RF Spectrum Analyzer For Wi-Fi Networks

Is it my Wi-Fi equipment or the RF environment?

Spectrum congestion in the unlicensed 2.4GHz and 5GHz bands is a leading cause of problems in 802.11 deployments. Growing evidence from wireless infrastructure providers suggests that 30% of problems reported by Wi-Fi customers are actually due to interference. Interference can come from nearby 802.11 networks as well



as from a long list of common non-802.11 devices, including cordless phones, wireless surveillance cameras, Bluetooth devices, and microwave ovens. Typical network analysis tools are blind to RF activity. OmniSpectrum provides engineers with a portable, easy-to-use solution for determining which devices, Wi-Fi and non-Wi-Fi, are using the spectrum, and which are jeopardizing the delivery of Wi-Fi traffic.

WildPackets' OmniSpectrum

OmniSpectrum enhances 802.11 network analysis by identifying not just other 802.11 devices, but any devices that are generating signals in the 802.11 frequency band, even devices that are unauthorized or transient. Based on patented spectrum intelligence technology from Cognio, OmniSpectrum identifies not only the class of the interfering device, such as a cordless phone, but possible manufacturers and model numbers of the offending equipment, facilitating problem identification and resolution. OmniSpectrum provides the best first line of defense in diagnosing 802.11 problems and complements WildPackets' wireless network analysis products.

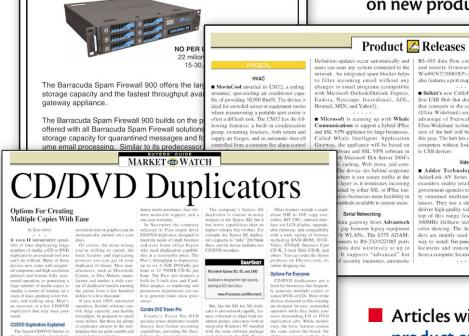
OmniSpectrum, which includes a Windows application and a CardBus PC card, costs \$3,995.



To request a demo or place an order: www.Processor.com/WildPackets Phone: (925) 937-3200

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Communications - Network & Systems Mgmt. Advertisement

Complete VoIP Lifecycle Management

Unlike current VoIP management solutions, Packet Island's solution enables service providers and VARs to offer VoIP network preassessment, VoIP service monitoring, and VoIP SLA management as branded services at a price point the SME market can afford.



The Packet Island offering utilizes a carrier-grade SaaS platform, called PacketSmart™, located at a hosting facility and low-cost, plug-and-play, 4"x4" microappliances deployed within each SME network. Accessible from any Internet-connected computer, the PacketSmart™ service allows service providers and VARs to provide network assessment and VoIP troubleshooting services without expensive truck rolls to customer sites. The solution, which supports both SIP and Cisco's

SKINNY-based VoIP installations, provides remote visibility into all aspects of live VoIP calls, including:

- Detailed, real-time, per-second granularity graphs of key metrics:
 - MOS estimate of VoIP call leg
 - Packet loss
 - Jitter
 - Packet Rate
- And more...
- Real-Time QoS and payload analysis of media streams
- Live route analysis to help pinpoint router congestion
- Full call flow signaling graphs with full dump of every signaling message
- Traffic flow analysis (voice vs. data)

Packet Island offers a complete service package, including VoIP training and second-level support, for service providers and VARs to start delivering branded VoIP lifecycle management services to the SME market today.

For more information, to learn where to buy, or to become a reseller, please visit the following Web site or contact us directly by email or phone.

www.Processor.com/PacketIsland

email: info@packetisland.com



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. Manufacturer Presentation .

Communications - Security Advertisement

Symantec™ Gateway Security 1600 Series

Affordable protection through eight essential security functions in a single easy-to-manage appliance.



Robust, integrated and cost-effective protection for central sites, remote and branch offices with up to 200 users.

The Symantec Gateway Security 1600 Series is an affordable, reliable, and easy-tomanage unified threat management security appliance powered by Symantec's awardwinning technologies. With eight essential security functions tightly integrated, the SGS 1600 Series delivers maximum security while reducing the complexity of security management.

The new SGS 1600 series offers key benefits that will help your organization improve its overall security posture and reduce maintenance cost.

Proactive Protection - Protects against multiple threats, including viruses, worms, spyware, spam, intrusions, and blended threats, while reducing acquisition, installation, and management costs with a single-vendor solution.

Security Effectiveness - Combines tightly integrated, on-box, multiple "zero-day" attack detection technologies, including antivirus heuristics, IDS/IPS vulnerability attack interception, and Protocol Anomaly Detection.

Accelerated Security Response - Obtains automatic and timely content security updates and software patches as soon as they are available through LiveUpdate, which keeps your protection up to date without management overhead.

Easy to Manage and Maintain - Comprehensive management capabilities to enable scalable security policy configuration and event/alert management for all security functions via an easy-to-use Web-based interface.

Trusted Security - Reliable protection from Symantec, the leader in Internet security.



For more detailed information on the Symantec Gateway 1600 Series of products, please visit us at

www.Processor.com/Symantec10

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_Manufacturer Presentation _

Communications - Switch Advertisement

Asante IntraCore 36524 & 38480

Asante IntraCore 36524

www.Processor.com/Asante

Increases Data Flow, Security, and Network Efficiency

This high-performance Layer 3 routing switch, optimized for business and campus LAN or intranet, provides both wirespeed Ethernet routing and switching services. The Intra-



Core 36524 can route the traffic between isolated subnets, increasing network throughput, as well as security and efficiency.

The IntraCore 36524 routing switch supports a variety of Layer 3 routing protocols and Layer 4 features, allowing it to look deeper into the packets to perform smart filtering functions. It also has advanced traffic control, based on L2-L7 data of incoming

With 24 ports, the Asante IntraCore 36524 routing switch has a higher port-density count than its predecessor, the IntraCore 35516. As a result, network administrators can divide the network into more network segments. Each segment can provide more bandwidth with less network traffic congestion.

Asante IntraCore 38480

www.Processor.com/Asante2

Advanced Layer 2+ Switch Features Full-wire Speed with Minimized Latency

The IntraCore 38480 has a high-density port count of 48 10/100/1000 copper ports, plus fiber via SFP MiniGBIC module. Designed to be a space-saver in



the rack and wiring closet, it can also eliminate cross switch traffic. Boasting an impressive 96-Gigabit switching fabric, the IntraCore 38480 supports full-wire speed on all ports. It has advanced traffic control based on L2-L7 data of incoming frames.

The IntraCore 38480 supports jumbo frames up to 9k per frame, best for use with multimedia applications and network storage. With additional features such as CoS and IEEE 802.1p traffic prioritization, applications such as VoIP can pass traffic with minimal latency.



_Manufacturer Presentation _

Communications - Network & Systems Mgmt. Advertisement

Linktropy™4500 WAN Emulator From Apposite™ Technologies



Prices Start at \$2500

Simulates Link Conditions:

- Bandwidth
- Latency
- Packet Loss Bit Errors
- **Emulates Any Type of WAN:**
 - Terrestrial
 - Wireless
 - Internet Satellite

The Linktropy 4500 from Apposite Technologies is a new generation of WAN emulator, combining unsurpassed precision with unbeatable prices. The Linktropy 4500 simulates WAN bandwidth, delay, congestion, bit errors, and other important link characteristics at speeds up to 155Mbps.

The Linktropy 4500 is used to test, benchmark, and troubleshoot networks and applications under a spectrum of real-world WAN conditions. Uses for the Linktropy 4500 include:

- Networking application performance testing Application turning
- Customer and trade show demonstrations
- WAN acceleration product benchmarking
- Satellite and wireless network development WAN bandwidth requirement studies
- Network specification
- Network design validation
- VoIP quality testing
- TV/IP and IP video testing
- Web site responsiveness testing
- Product QA testing

The Linktropy 4500 is designed for ease of use. The Linktropy traffic monitor displays throughput graphs and statistics to help visualize performance. Integrated Ethernet bridging and IP routing functionality make the Linktropy 4500 simple to install in any network while the intuitive, Web-based, graphical interface allows the Linktropy 4500 to be set up and configured in minutes.

Apposite Technologies - WAN Emulation Made Easy



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Communications - Switch Advertisement

S2410 - 10GbE Data Center Switch

High-Performance, Low-Latency 10 GbE Data Center Switches

The S2410 combines the industry's lowest Ethernet switching latency with industry-leading 10 GbE density to provide IT managers with more flexible deployment options.

- 24-port 10 GbE fixed-configuration 1RU data center switch
- Ultra-low 10 GbE switching latency—300 nanoseconds, comparable to specialty interconnects
- Cost-effective line-rate 10 GbE for data centers

Key Applications

Coupled with the E-Series, which delivers unmatched resiliency and performance, the S2410 enables IT managers to deploy a reliable end-to-end 10 GbE data center solution, spanning from core aggregation to the server or storage edge.

- Low-cost aggregation of 10 GbE uplinks from S50 switch in server racks
- Ultra-low latency interconnect switch for high-performance cluster computing
- Connects directly to 10 GbE servers
- Low-cost 10 GbE interconnect to network attached storage systems
- Foundation for a virtualized applications model

Key Features

- 24 line-rate 10 GbE ports in a 1RU form factor
- 20 CX4 ports plus four 10 GbE pluggable XFP or CX4 interfaces
- 24 XFP interfaces
- 300 nanosecond switching latency under full load
- 64 byte to 10,240 byte frames
- Supports Jumbo frames of up to 10,240 bytes
- Ideal for high-end server connectivity and network attached file servers
- 12 link aggregation groups with up to 12 members per group, using advanced hashing for even traffic distribution
- Up to 16 Port Mirroring sessions





www.Processor.com/Force10 866-600-5100 S-Series S2410

Manufacturer Presentation _

Communications - Telephony Advertisement

Add SIP Survivability to Remote Offices



For the company ready to transform over to pure distributed IP telephony, the MultiVOIP™ SS survivable SIP Gateway is a viable solution for your remote offices. It integrates seamlessly with a central SIP server and provides the branch office with reliable, mission-critical phone connectivity and local office presence by delivering WAN/LAN failover survivability. It provides three primary functions:

Local Office Survivability.

<u>WAN Failure.</u> In the event of a WAN failure, the MultiVOIP SS gateway automatically redirects calls through local PSTN trunks connected to the gateway, allowing the office to maintain critical communications until full functionality is restored.

<u>LAN Failure.</u> In the event of a LAN failure, inbound/outbound calls can still be made via analog phones or PSTN lines directly connected to the MultiVOIP SS gateway.

<u>Power Failure.</u> In the event of a power failure, the MultiVOIP SS gateway provides emergency transfer failover survivability to an analog phone/fax handset to provide inbound/outbound calling.

- PSTN Trunking. By connecting a PSTN line directly to the gateway, the remote office can establish a local office presence with access for emergency calls, such as 911, as well as normal inbound/outbound local calling.
- ATA Functionality. The MultiVOIP SS gateway functions as an analog telephone adapter (ATA), adapting analog phones and fax machines to IP environments.

So, if you're ready to migrate your office to pure distributed IP telephony, Multi-Tech can help get you there.

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Communications - Serial Networking Advertisement

Four-Port Serial Server



The EtherPathX4 is a four-port serial server for Ethernet LANs. The EtherPathX4 connects any async serial device through a LAN and between LANs via routers. The EtherPathX4 will also connect other serial devices, such as remote data collection terminals, SCADA RTU/Host systems, UPSes, bar code scanners, alarms, access control, timeclocks, climate control devices, and serial management ports, directly to an Ethernet network.

The EtherPathX4 supports TCP/IP, allowing the necessary data connection across networks as well as connections between hosts on a network and the device attached to the EtherPathX4 server.

The EtherPathX4 supports serial interface speeds up to 230Kbps. The EtherPathX4 can automatically open connections when it powers up, eliminating the need for a manual request. Modem controls (RTS/CTS) and Xon/Xoff are also supported. If the connection is lost, the EtherPathX4 will automatically reconnect when the LAN path is again available.

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Communications - Switch Advertisement

TigerStack II 1000 Stackable 10/100/1000 Switch

SMC Networks' TigerStack II 10/100/1000 Switches are the newest in a series of next-generation high-performance stackable switches that deliver high scala-

bility, wire-speed Gigabit performance, high availability, 10Gb Ethernet uplinks, and redundant power options. The switches are the first to include IPv4 and IPv6 management options, enabling flexibility.

The TigerStack II 10/100/1000 1000 SMC 8824M/SMC8848M stacks up to eight units in a stack, providing up to 384 Gigabit ports. A stack can be created with 24-or 48-port switches, providing unprecedented flexibility. It provides up to 48 built-in copper Gigabit ports, including four Combo SFP ports supporting copper links or SFP adapters for easy, flexible connection to fiber-based Gigabit media and a switching capacity of up to 176Gbps.

The two 10Gb module slots on the rear of the switch provide support for XFP 10Gb connections. These provide high-bandwidth connections to the core of a network and are in addition to the two stacking connectors giving high-capacity connections to the other units in the stack.

The SMC8824M/SMC8848M switches feature a variety of network management



options for IPv4 and IPv6: console CLI, TeInet, Web, SNMPv1/v2/v3, RMON, TFTP, Port Mirroring, BootP, and DHCP. They also support advanced traffic management options such as 802.1x, Bandwidth Control, Broadcast Storm Control, and support for IGMP Snooping v1/v2.

The SMC8824M/SMC8848M provides a robust and consistent set of QoS/CoS, VLAN, and security features. It supports eight priority queues for 802.1p/ToS/DiffServ, with classification and marking based on MAC SA/DA, IP SA/DA, and/or TCP/UDP. Security features include 802.1x (Port Authentication), port security, and Access Control Lists (ACL) based on MAC address, IP address, and/or TCP/UDP port numbers. It also provides extensive support for GVRP, 802.1q, and a flexible VLAN implementation, including port, tagged, and protocol-based VLANs.

The SMC8824M/SMC8848M is the latest example of SMC's continued commitment to our channel partners and customers to be the industry leader in cost-effective, reliable, high-performance, feature-rich switches.



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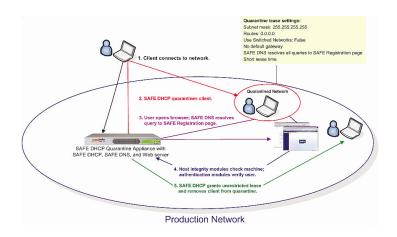
Communications - Security Advertisement

MetaInfo SAFE DHCP Quarantine Framework Is The Next Step In Network Access Control

MetaInfo's SAFE DHCP DHCP Quarantine Appliance uses MetaInfo's SAFE DHCP Quarantine Framework, an extensible architecture for network access control.

Using the SAFE DHCP Quarantine Appliance and the MAC Address Authentication Module, network users must pass the host integrity scanning and authentication procedures your site requires. A special DNS internal root service, SAFE DNS, resolves all queries not specifically configured to the SAFE DHCP Quarantine Web page.

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Communications - Wireless Advertisement



Key Features

- Clustering functionality makes adding additional access points (APs) to your network "turnkey"—security settings and other operational parameters are securely downloaded into each new AP automatically
- Dynamic Channel Planning and Auto Channel Selection simplifies initial channel assignments and assure APs maintain optimal channel configuration
- Easily managed with Web interface, Telnet, and SSH or through third-party SNMP-capable management software
- Neighborhood AP Detection assures you know what other APs are within range of your network
- Network health monitoring, including: Status, throughput, security, RF interference, connected clients, and more
- Wireless Multimedia (WMM) QoS support for prioritizing bandwidth for delay-sensitive applications such as VoIP
- Multicast support for streaming video/audio
- Load balancing shares the connectivity load evenly across multiple APs
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Communications - Security Advertisement

SafeWord SecureWire Identity & Access Management Appliance

Secure Computing's SafeWord® SecureWire™ is designed to simplify access to applications, data, and network resources without compromising security by hosting and managing all external access methods on a single appliance: VPNs, Citrix applications, extranets, Web mail, and much more. SecureWire can also host and manage all internal access methods: LAN connections, wireless LANs, and even

mainframes. By having one comprehensive appliance to control your access methods, both inside and outside of your network, administrative and maintenance costs can be greatly reduced.



A key component of managing identity is authenticating users. SafeWord® industry-leading strong authentication comes standard with every SecureWire appliance to deliver proof-positive identity of all users. SafeWord strengthens network connectivity with strong, one-time password user authentication included in the base product. SecureWire also provides native support for Active Directory, LDAP, and RADIUS while supporting a wide range of authenticators, including smart cards, biometric devices, and a range of third-party tokens.

With tight integration to Active Directory, SecureWire is ideal for the growing number of organizations that manage IT in a Microsoft environment. Companies can easily manage user identities by leveraging their existing Microsoft tools and applications.

SecureWire can simplify access, management, and compliance for any organization, from branch offices to large enterprises. Any organization that extends its information assets to internal and external users can benefit from SecureWire.

- Simplifies network access and secures every access point
- Simplifies access management by consolidating policies on a single device
- Enables configuration compliance to ensure that only properly configured end-point devices can access the network
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SecureWire is immediately available though Secure Computing partners For More Information visit us at: www.Processor.com/Secure or call us 800.692.5625

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Communications - Security Advertisement

Britestream Networks & OSST Partner On Scalable Security Appliance

Britestream Networks and Otto Security & Software Technologies (OSST) have partnered to deliver a highly scalable security appliance built on Microsoft Internet Security & Acceleration Server. The New OSST SecureGUARD combines the strengths of Microsoft's ISA



SecureGUARD

Server 2004 and Britestream's SSL Security NIC to deliver perimeter security, branch-office connectivity, Web caching, and maximum SSL performance in one solution.

The wide range of security appliances fit from low-cost to maximum-performance solutions. The SecureGUARD Series can be adjusted to suit nearly all of your business requirements for content and information security. Simple, fanless, low-noise, and low-cost models for small and midsized businesses up to highly available enterprise solutions with a maximum of performance.

The SecureGUARD appliance product line for Microsoft ISA Server 2004 delivers a combination of perimeter security, branch-office connectivity, and Web caching in easy-to-use appliances at an affordable price.

"We are very excited to enter into this partnership with OSST," says Bob Weinschenk, CEO of Britestream. "Their delivery of a fully integrated security appliance built on Microsoft and Britestream technologies creates a solution that is both highly scalable and easy to deploy."



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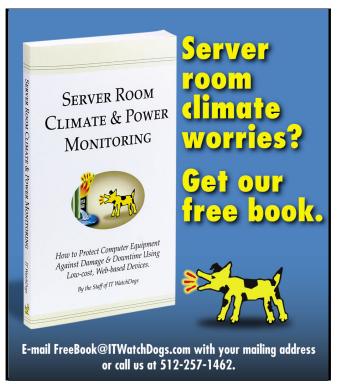


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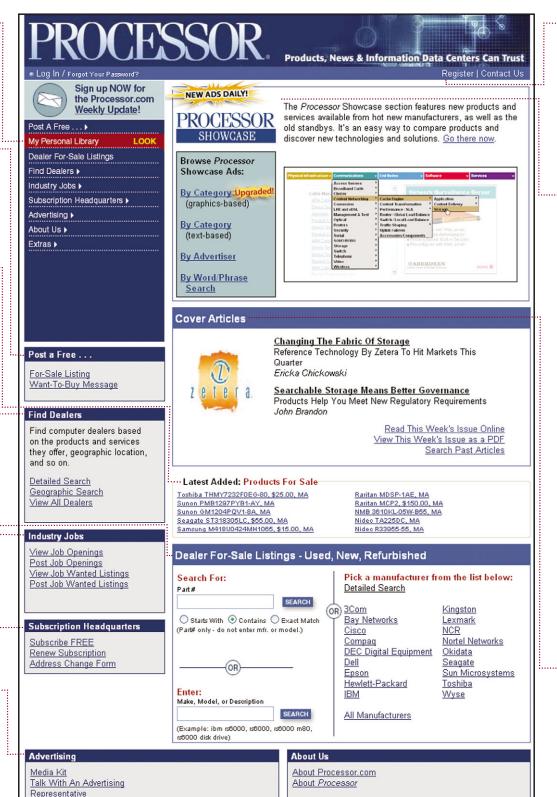
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